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Aardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, APRIL 25, 1921

Subscription \$2.
Vol. LI, No. 1

After very thorough consideration American Walnut was adopted for the interior woodwork and panels of the General Motors Office Building, Detroit, Michigan, and the Contractors secured the Walnut from the Pickrel Walnut Co., St. Louis, Missouri. American Walnut is the modern material for interior woodwork.

LIBRARY
NEW YORK
BOTANICAL
GARDEN



General Motors Office Building, Detroit, Michigan

ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS WHOLESALE

LUMBER

PHILADELPHIA
PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

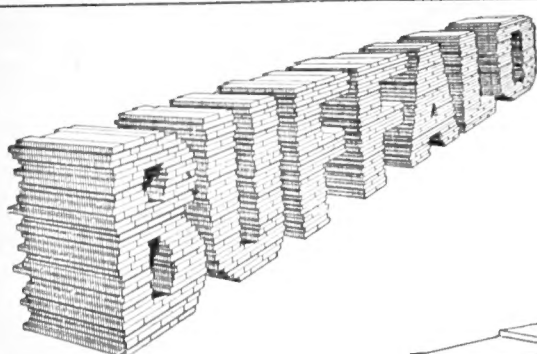
Manufacturers of
**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

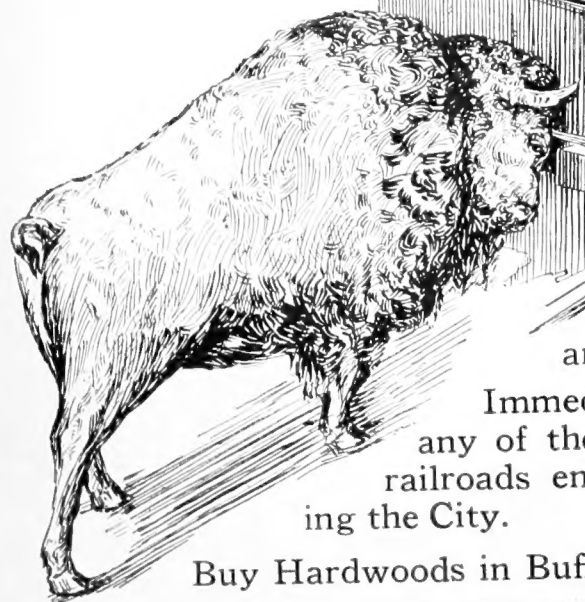
**Sawyer-Goodman
Company
MARINETTE**

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over



FOR HARDWOODS



**Do you
want prompt
shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,-
000,000 feet of dry hardwoods of all kinds
and thicknesses.

Immediate shipment and deliveries can be made on
any of the 25
railroads enter-
ing the City.

Buy Hardwoods in Buffalo

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods car-
ried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

G. ELIAS & BRO., Inc.

HAVE LARGE, DRY STOCK CHERRY, 1" TO 4", ALL GRADES
Also all other Hardwoods, White Pine, etc.

ESTABLISHED 1881

965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry,
Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qld. Oak, Poplar & Walnut

1100 SENECA STREET

YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS

932 ELK STREET

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

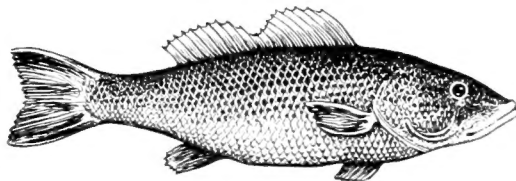


A Service That Is Worth Your Attention

Few northern operators are so well equipped as we to handle large production. Our five band mills cutting 100,000,000 feet annually of hardwoods, hemlock and pine are strategically located for timber of transportation. Behind them are complete planing mill facilities. The personnel of the organization was selected for unusual practical experience. These points count strongly to the discriminating buyer who wants something quickly. We can always cut special orders in hardwoods or hemlock dimension. Our regular specialty is the famous Shawano County hard maple up to three inches thick and hearts and skid stock for the industrial trade.

While present orders are usually small, they serve well for a trial. Let us figure with you.

buy from fish



WE OFFER THE FOLLOWING DRY STOCK

BIRCH

FAS 10/4"Dry 2 cars
No. 1 and Better 5/4", 10" and
widerDry 2 cars
No. 1 and Better 8/4"....Dry 2 cars

BASSWOOD

No. 1 and Better 5/4"....Dry 2 cars
Sel. and Better 5/4"....Dry 2 cars
FAS 4/4"Dry 1 car
No. 2 Common 8/4"....Dry 2 cars

MAPLE SOFT

No. 2 and Better 4/4"....Dry 2 cars

MAPLE HARD

No. 1 and Better 12/4"....Dry 3 cars

Branch Offices

**CHICAGO ROCKFORD
GRAND RAPIDS**

CHARLES W. FISH LUMBER COMPANY, ELCHO, WISCONSIN



FURNITURE FACTORIES ATTENTION!

This splendid White Oak forest giant will serve to indicate the superlative basic quality of our White Oak, Red Oak, Gum and other hardwoods, marketed under the name of

PICKERING
SOUTHERN HARDWOODS

Furniture factories, as well as other types of woodworking plants, will find in Pickering service thorough excellence in quality and high standards in manufacture and merchandising.

Your correspondence is invited

**W. R. PICKERING
LUMBER COMPANY**

KANSAS CITY, U. S. A.



MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WE have dry and ready for shipment one million feet 4 4" dry cottonwood. Can furnish special widths in all grades.

Also have well assorted stock of all other southern hardwoods

Johnson Bros. Hardwood Co.

Regular Widths and Lengths	
QUARTERED RED GUM	8 1/4" No. 1 Common..... 26,000'
6 1/4" No. 1 Common..... 17,000'	1 3/4" Sound Wormy..... 41,000'
QUARTERED SAP GUM	QUARTERED WHITE OAK
8 1/4" No. 1 Common..... 18,000'	1 1/4" FAS..... 10,300'
8 1/4" No. 1 Common..... 11,000'	5 1/4" FAS..... 11,000'
PLAIN SAP GUM	6 1/4" FAS..... 15,100'
7 1/4" FAS..... 9,000'	1 1/4" No. 1 Common..... 11,000'
4 1/4" No. 1 Common..... 59,000'	5 1/4" No. 1 Common..... 14,200'
5 1/4" No. 1 Common..... 24,700'	6 1/4" No. 1 Common..... 28,600'
5 1/4" No. 2 Common..... 18,700'	8 1/4" No. 1 Common..... 15,100'
PLAIN RED OAK	4 1/4" No. 2 Common..... 31,000'
10 1/4" FAS..... 15,000'	5 1/4" No. 2 Common..... 8,500'
4 1/4" No. 1 Common..... 32,000'	6 1/4" No. 2 Common..... 8,000'
5 1/4" No. 1 Common..... 15,000'	
6 1/4" No. 1 Common..... 21,200'	4 1/4" No. 1 Common..... 56,000'
8 1/4" No. 1 Common..... 16,000'	6 1/4" No. 1 Common..... 35,000'
10 1/4" No. 1 Common..... 31,000'	4 1/4" No. 2 Common..... 16,000'
4 1/4" No. 1 Common..... 60,000'	5 1/4" No. 2 Common..... 10,000'
5 1/4" No. 1 Common..... 25,000'	6 1/4" No. 2 Common..... 9,000'
6 1/4" No. 1 Common..... 13,000'	8 1/4" No. 2 Common..... 52,000'

Dickson & Lambert Lumber Co.

QUARTERED WHITE OAK		PLAIN RED GUM	
5 1/4" x 1 1/4" x 16' FAS 1 car		1 1/4" FAS 1 car	
5 1/4" x 1 1/4" x 16' No. 1 Com. 5 cars		1 1/4" No. 1 Common 1 car	
1 1/4" x 1 1/4" No. 2 Com. 5 cars		1 1/4" No. 2 Common 1 car	
PLAIN WHITE OAK		QUARTERED RED GUM	
5 1/4" x 1 1/4" FAS 2 cars		1 1/4" FAS 1 car	
5 1/4" x 1 1/4" No. 1 Com. 2 cars		1 1/4" No. 1 Common 1 car	
5 1/4" x 1 1/4" No. 2 Com. 2 cars		8 1/4" C & B, SND 1 car	
PLAIN RED OAK		POPLAR	
4 1/4" x 1 1/4" FAS 1 car		1 1/4" FAS 1 car	
4 1/4" x 1 1/4" No. 1 Com. 1 car		1 1/4" No. 1 Common 1 car	
4 1/4" No. 2 Common 1 car		4 1/4" No. 2 Common 1 car	
SAP GUM		ELM	
5 1/4" x 1 1/4" FAS 1 car		1 1/4" x 12' 12' Log Run 1 car	
5 1/4" x 1 1/4" No. 1 Com. 1 car			
1 1/4" No. 2 Common 1 car		MAPLE	
1 1/4" Box Bds. 1 1/2" x 12" 2 cars		8 1/4" Log Run 2 cars	
1 1/4" Box Bds. 1 1/2" x 12" 2 cars		Bridge Plank 2 cars	

Dickson-Lambert Lumber Co.

PLAIN SAP GUM		QTD RED GUM SND	
4 1/4" No. 1 Com. & S 1 50,000'		5 1/4" Com. & Btr 50,000'	
4 1/4" No. 2 Common 50,000'		PLAIN WHITE OAK	
5 1/4" Com. & Btr 50,000'		1 1/4" 1s & 2s 50,000'	
6 1/4" Com. & Btr 50,000'		1 1/4" No. 1 Common 50,000'	
8 1/4" No. 2 Common 10,000'		4 1/4" No. 2 Common 50,000'	
PLAIN RED GUM		4 1/4" No. 3 Common 50,000'	
4 1/4" 1s & 2s 15,000'		1 1/4" Sound Wormy 50,000'	
4 1/4" No. 1 Common 50,000'		PLAIN RED OAK	
5 1/4" No. 1 Common 50,000'		4 1/4" No. 1 Com. & Sel. 50,000'	
6 1/4" No. 1 Common 50,000'		1 1/4" No. 2 Common 50,000'	
QUARTERED RED GUM		4 1/4" No. 3 Common 50,000'	
4 1/4" 1s & 2s 15,000'		ASH	
5 1/4" Com. & Btr 50,000'		5 1/4" No. 1 Common 50,000'	
6 1/4" Com. & Btr 50,000'		8 1/4" Com. & Btr 50,000'	
8 1/4" No. 1 Common 50,000'		10 1/4" Com. & Btr 50,000'	
		12 1/4" Com. & Btr 50,000'	

Geo. C. Brown & Co.

ASH	
10 1/4" Com. & Btr 100,000'	
5 1/4" No. 1 Common 50,000'	
COTTONWOOD	
4 1/4" No. 1 Common 100,000'	
ELM	
8 1/4" Log Run 50,000'	
10 1/4" Log Run 50,000'	
12 1/4" Log Run 50,000'	
15 1/4" Log Run 15,000'	
PLAIN RED GUM	
4 1/4" FAS 11,000'	
4 1/4" No. 1 Common 50,000'	
QUARTERED RED GUM	
8 1/4" Com. & Btr 10,000'	
QTD RED GUM SND	
6 1/4" Com. & Btr 100,000'	
8 1/4" Com. & Btr 125,000'	
10 1/4" Com. & Btr 200,000'	
12 1/4" Com. & Btr 150,000'	
PLAIN SAP GUM	
4 1/4" No. 1 Common 100,000'	
5 1/4" No. 1 Common 75,000'	

4 1/4" No. 2 Common 100,000'	
QUARTERED WHITE OAK	
4 1/4" FAS 50,000'	
5 1/4" FAS 25,000'	
6 1/4" FAS 100,000'	
7 1/4" No. 1 Common 100,000'	
8 1/4" No. 1 Common 100,000'	
PLAIN WHITE OAK	
4 1/4" FAS 20,000'	
4 1/4" No. 1 Common 100,000'	
QUARTERED RED OAK	
6 1/4" No. 1 Common 100,000'	
5 1/4" FAS 50,000'	
4 1/4" No. 1 Common 75,000'	
5 1/4" No. 1 Common 75,000'	
PLAIN RED OAK	
4 1/4" Com. & Btr 150,000'	
5 1/4" Com. & Btr 80,000'	
6 1/4" Com. & Btr 80,000'	
4 1/4" No. 3 Common 100,000'	

GAYOSO LUMBER CO.

Specializing in
**KILN DRIED
HARDWOODS**

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

TUPELO

for

QUICK SHIPMENT

4 4" 13 to 17' Box Boards.....	2 cars
4 4" 9 to 12 Box Boards.....	2 cars
4 4" FAS.....	5 cars
4 4" No. 1 Com.....	8 cars
4 4" No. 2 Com.....	4 cars

This is 100% genuine tupelo

Tustin Hardwood Lbr. Co.

Main Office
MEMPHIS

Sales Office
DETROIT

HARDWOODS

MEMPHIS

ASH	
5/1" No. 1 & 2 Com.	20,000'
10/1" Log Run	50,000'
CHERRY	
4/1" Log Run	5,000'
ELM	
8/1" Log Run	12,000'
10/1" Log Run	10,000'
PLAIN SAP GUM	
1/1" FAS	100,000'
1/1" No. 1 Common	200,000'
1/1" No. 2 Common	100,000'
4/1" No. 3 Common	75,000'
PLAIN SAP GUM	
5/1" FAS	15,000'
5/1" No. 1 Common	15,000'
QUARTERED GUM, S&D	
8/1" No. 1 Com. & Btr.	30,000'

PLAIN RED GUM	
1/1" FAS	15,000'
1/1" No. 1 Common	100,000'
QUARTERED RED GUM	
4/1" No. 1 Com. & Btr.	12,000'
8/1" No. 1 Common	18,000'
QUARTERED GUM, S&D	
10/1" No. 1 Com. & Btr.	50,000'
PLAIN WHITE OAK	
4/1" No. 1 Com. & Btr.	30,000'
4/1" No. 2 Common	15,000'
QUARTERED WHITE OAK	
1/1" No. 1 Common	50,000'
PLAIN RED OAK	
4/1" No. 1 Common	200,000'
1/1" No. 2 Common	100,000'
1/1" No. 3 Common	75,000'
5/1" No. 1 Common	30,000'
5/1" No. 2 Common	10,000'
QUARTERED RED OAK	
1/1" No. 1 Common	30,000'

SAP GUM	
1/1" 1s & 2s	5 cars
5/12" 1s & 2s	2 cars
6/12" 1s & 2s	5 cars
Box Bds. 13-17"	4 cars
Box Bds. 4-12"	7 cars
4/1" No. 1 Common	10 cars
5/1" No. 1 Common	2 cars
6/1" No. 1 Common	10 cars
RED GUM	
4/1" 1s & 2s	3 cars
5/12" 1s & 2s	2 cars
6/12" 1s & 2s	10 cars
4/1" No. 1 Common	3 cars
5/1" No. 1 Common	5 cars
6/1" No. 1 Common	5 cars
QUARTERED SAP GUM	
4/1" Com. & Btr.	5 cars
5/12" Com. & Btr.	3 cars
6/12" Com. & Btr.	8 cars
8/12" Com. & Btr.	5 cars

QUARTERED RED GUM	
4/1" Com. & Btr.	3 cars
5/12" Com. & Btr.	2 cars
6/12" Com. & Btr.	3 cars
8/12" Com. & Btr.	7 cars
PLAIN RED OAK	
1/1" 1s & 2s	3 cars
5/12" 1s & 2s	2 cars
4/1" No. 1 Common	10 cars
5/12" No. 1 Common	5 cars
6/12" Com. & Btr.	2 cars
ELM	
1/1" Log Run	2 cars
6/12" Log Run	8 cars
8/12" Log Run	7 cars
10/12" Log Run	4 cars
POPLAR	
4/1" Sap & Btr.	2 cars
4/12" No. 1 Common	5 cars
4/12" No. 2 Common	4 cars

Brown - Everts Lumber Co.

QTD. WHITE OAK	
1/4, 5/4, 6/4, 8/4"	150,000'
PL. WHITE OAK	
1/4" No. 1 Com.	130,000'
1/4" No. 2 Com.	15,000'
5/4" Com. & Btr.	20,000'
8/4" Com. & Btr.	20,000'
1/4" Sound Wormy	75,000'
PL. RED OAK	
5/1" Com. & Btr.	70,000'
1/4" Com. & Btr.	95,000'
5/4" No. 1 Com.	35,000'
ASH	
7/8" Com. & Btr.	40,000'
8/4, 10/4, 12/4 C&B	300,000'
QTD. RED GUM	
1 1/4, 5/4, 6/4, 8/4"	200,000'
Com. & Btr.	200,000'

PL. RED GUM	
1/4, 5/4, 6/4, 8/4"	15,000'
SAP GUM	
1/1" Panels	90,000'
1/1" Bx Bds. 13-17"	75,000'
1/1" Bx Bds. 29-32"	84,000'
1/1" Com. & Btr.	115,000'
1 1/2" No. 2 Com.	81,000'
5/1 6/1" Com. & Btr.	75,000'
8/1" No. 1 Com.	18,000'
TUPELO	
1/1" FAS	82,000'
1/1" No. 1 & 2 Com.	50,000'
CYPRESS	
5/1" S&L	18,000'
6/1" Sel. & Bet.	10,000'
5/1" Shop	30,000'

Dacus-Richards Hardwood Co.

ASH	
10/1" Log Run	32,000'
COTTONWOOD	
1/1" FAS	13,000'
QUARTERED RED GUM	
8/4" FAS	12,000'
8/1" No. 1 Common	58,000'
4/1" No. 1 Common	156,000'
QTD. RED GUM, S&D	
8/1" FAS	17,000'
8/4" Com. & Btr.	110,000'
8/4" No. 1 Common	27,000'
SAP GUM	
5/4" FAS	10,000'
8/4" FAS	61,000'

QUARTERED WHITE OAK	
3/4" FAS	10,000'
4/1" FAS	28,000'
1/2" No. 1 Common	21,000'
3/4" No. 1 Common	50,000'
4/1" No. 1 Common	129,000'
QUARTERED RED OAK	
4/1" FAS	31,000'
4/12" No. 1 Common	123,000'
PLAIN WHITE OAK	
4/4" No. 1 Common	63,000'
PLAIN RED OAK	
1 1/2" No. 1 Common	116,000'

Memphis Band Mill Co.

"FOR DISCRIMINATING BUYERS"

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN SAP GUM	
4/4" FAS	4 cars
5/4" FAS	1 car
4/4" No. 1	5 cars
5/4" No. 1	4 cars
6/4" No. 1	1 car
8/4" No. 1	1 car
5/4" No. 2	3 cars
4/4" Box Bds. 13-17"	5 cars
QTD. RED GUM, S&D	
4/4" FAS	1 car
5/4" FAS	1 car
6/4" FAS	2 cars
8/4" FAS	5 cars
4/4" No. 1	1 car
5/4" No. 1	4 cars
6/4" No. 1	2 cars
8/4" No. 1	5 cars

PLAIN RED GUM	
4/4" FAS	2 cars
4/4" No. 1	4 cars
QUARTERED RED GUM	
4/4" FAS	1 car
5/4" FAS	1 car
6/4" FAS	3 cars
8/4" FAS	4 cars
4/4" No. 1	1 car
5/4" No. 1	3 cars
6/4" No. 1	2 cars
8/4" No. 1	6 cars
PLAIN RED OAK	
4/4" FAS	1 car
4/4" No. 1	1 car
3/4" No. 2	2 cars
PLAIN WHITE OAK	
4/4" No. 1	5 cars

The Frank A. Conkling Co.

SOUTHERN HARDWOODS
Mills: Issaquena, Miss.; Percv, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK	
5/8" No. 1 Common	2 cars
4/4" 1s & 2s	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	2 cars
4/1" Com. Strips	2 cars
PLAIN RED OAK	
3/4" 1s & 2s	1 car
3/4" No. 1 Common	2 cars
3/4" No. 2 Common	1 car
4/4" No. 1 Common	2 cars
4/4" No. 2 Common	2 cars
PLAIN WHITE OAK	
4/4" 1s & 2s	1 car
4/4" No. 1 Common	4 cars
4/4" No. 2 Common	2 cars
MIXED OAK	
3/4" No. 3 Common	3 cars
4/4" No. 3 Common	4 cars
4/4" Sound Wormy	2 cars
3/4" Sound Wormy	1 car
PLAIN BLACK GUM	
3/4" No. 1 Com. & Btr.	3,000'
4/4" No. 1 Com. & Btr.	2 cars

QUARTERED BLACK GUM	
8/4" No. 1 Com. & Btr.	2 cars
QUARTERED RED OAK	
8/4" No. 2 Com. & Btr.	6,000'
PLAIN SAP GUM	
5/8" No. 1 Com. & Btr.	3 cars
5/8" No. 2 Common	2 cars
4/4" No. 2 Common	1 car
6/4-8/4" Dog Boards	2 cars
QTD. RED GUM, S&D	
4/4" No. 1 Com. & Btr.	3 cars
5/4" No. 1 Com. & Btr.	3 cars
6/4" No. 1 Com. & Btr.	3 cars
8/4" No. 1 Com. & Btr.	5 cars
PLAIN RED GUM	
4/4" No. 1 Com. & Btr.	3 cars
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 Com. & Btr.	2 cars
8/4" No. 1 Com. & Btr.	2 cars
CYPRESS	
4/4" No. 1 Shop	2 cars
ELM	
6/4" No. 2 Common	1 car

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD	
4/4" Com. & Btr.	6 mo. 1 car
RED GUM	
5/8" Com. & Btr.	6 mo. 1 car
4/4" 1s & 2s	6 mo. 1 car
4/4" No. 1 Common	6 mo. 5 cars
SAP GUM	
5/8" 1s & 2s	4 mo. 4 cars
5/8" No. 1 Common	4 mo. 2 cars
4/4" 1s & 2s	4 mo. 1 car
4/4" No. 1 Common	4 mo. 2 cars
QTD. RED GUM	
8/4" 1s & 2s	6 mo. 1 car

8/4" No. 1 Com.	6 mo. 1 car
6/4" Com. & Btr.	4 mo. 1 car
SOFT MAPLE	
6/4" Log Run	6 mo. 1 car
RED OAK	
4/4" 1s & 2s	6 mo. 4 cars
4/4" No. 1 Common	6 mo. 5 cars
3/4" Com. & Btr.	4 mo. 1 car
WHITE OAK	
4/4" 1s & 2s	6 mo. 2 cars
4/4" No. 1 Common	6 mo. 5 cars
QTD. WHITE OAK	
4/4" Com. & Btr.	6 mo. 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in

Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4/4" F&S	6 mos dry	87,000'
4/4" No. 1 Common & Selects	6 mos dry	161,000'
5/4" F&S	5 mos dry	36,000'
5/4" No. 1 Common & Selects	5 mos dry	83,000'
6/4" F&S	6 mos dry	48,000'
6/4" No. 1 Common & Selects	6 mos dry	94,000'
8/4" F&S	7 mos dry	137,000'
8/4" No. 1 Common & Selects	7 mos dry	33,000'
10/4" F&S	8 mos dry	81,000'
10/4" No. 1 Common & Selects	8 mos dry	64,000'
12/4" No. 1 Common & Selects	8 mos dry	64,000'

The Mossman Lumber Co., Inc.

ASH	5/4" No. 1 Common	28,000'
4/4"-8/4"-10/4" L. R.	8/4" No. 1 Com. & Btr.	50,000'
COTTONWOOD	QUARTERED SAP GUM	
4/4" Log Run	4/4" 1s & 2s	80,000'
CYPRESS	5/4" 1s & 2s	12,000'
6/4" Shop & Btr.	4/4" No. 1 Common	100,000'
4/4" Com. & Btr.	5/4" No. 1 Common	40,000'
ELM	8/4" No. 1 Com. & Btr.	130,000'
4/4" Log Run	SOFT MAPLE	
8/4" Log Run	4/4" Log Run	30,000'
PLAIN RED GUM	12/4" Log Run	70,000'
4/4" No. 1 Common	PLAIN RED AND WHITE OAK	
3/4" No. 1 Com. & Btr.	(Kind, Grade and Thickness	
PLAIN SAP GUM	Piled Separately)	
4/4" 1s & 2s	3/4" 4/4", 5/4" No. 3 Com.	
4/4" No. 1 Common	& Better	1,000,000'
4/4" No. 2 Common	QTD. RED AND WHITE OAK	
4/4" No. 3 Common	4/4" No. 2 Com. & Btr.	235,000'
4/4" Log Run	TUPELO	
QUARTERED RED GUM	4/4" Log Run	44,000'
4/4" No. 1 Common		

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

WOOD USERS

Subscribing to HARDWOOD RECORD rate \$348,000 on the average. That's purchasing power you can reach through advertising in these pages.

QUARTERED WHITE OAK	6 4" 1s & 2s	20,000'
4/4" No. 2 Common	6 4" No. 1 Common	95,000'
5/4" No. 1 Common	8 4" 1s & 2s	45,000'
6/4" No. 1 Common	8 4" No. 1 Common	30,000'
6 4" No. 2 Common	PLAIN RED GUM	
PLAIN OAK	5 4" No. 1 Common	60,000'
1 4" 1s & 2s (White)	6 4" 1s & 2s	12,000'
1 4" No. 1 Com. (Red)	6 4" No. 1 Common	60,000'
4/4" No. 2 Com. (Red)	8 4" No. 1 Common	15,000'
3/4" Log Run	PLAIN SAP GUM	
4/4" Sound Wormy	5 4" 1s & 2s, 13" & up	12,000'
1 4" No. 1 Common	5 4" No. 1 Common	17,000'
QUARTERED RED GUM	5 4" No. 2 Common	75,000'
5 4" 1s & 2s	5 4" No. 3 Common	100,000'
5/4" No. 1 Common	8 4" No. 1 Com. & Btr.	65,000'

Bellgrade Lumber Co.

PLAIN SAP GUM	5/8" No. 1 Com. & Btr.	100,000'
3/4" No. 1 Com. & Btr.	10/4" No. 1 C. & B.	25,000'
3/4" No. 2	12/4" No. 1 C. & B.	30,000'
4/4" No. 1 Com. & Btr.	QUARTERED SAP GUM	
4/4" No. 2	4/4" No. 1 Com. & Btr.	150,000'
4/4" No. 1 Com. & Btr.	6/4" No. 1 Com. & Btr.	150,000'
5/4" No. 1 Com. & Btr.	10/4" No. 1 Com. & Btr.	100,000'
5/4" No. 2	12/4" No. 1 Com. & Btr.	100,000'
PLAIN RED GUM	PLAIN RED OAK	
1 1/2" No. 1 Com. & Btr.	5/8" No. 1 Com. & Btr.	150,000'
3/4" No. 1 Com. & Btr.	3/4" No. 1 Com. & Btr.	60,000'
4/4" F&S	4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 1 Common	4/4" No. 2	200,000'
4/4" No. 2 Common	4/4" No. 3	200,000'
8/4" No. 1	PLAIN WHITE OAK	
BLACK GUM	4/4" No. 1 Com. & Btr.	100,000'
QUARTERED RED GUM	QUARTERED RED OAK	
4/4" No. 1 Com. & Btr.	4/4" No. 1 Com. & Btr.	200,000'
4/4" No. 2	QUARTERED WHITE OAK	
	4/4" No. 1 Com. & Btr.	100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Ready for Prompt Shipment

200,000 feet 5/4 No. 1 Common
and Better Plain Sap Gum

SEND US YOUR INQUIRIES FOR

Southern Hardwoods

Baker-Matthews Lumber Co.

COTTONWOOD	4/4" Log Run	48,000'
4/4" Box Bds., 13" & up	LOCUST	
4/4" Box Bds., 9-12"	4/4" Log Run	25,000'
4/4" 1s & 2s	QUARTERED WHITE OAK	
4/4" No. 1 Common	4/4" 1s & 2s	30,000'
4/4" No. 2 Common	4/4" No. 1 Common	45,000'
4/4" No. 3 Common	4/4" No. 2 Common	20,000'
8/4" Dog Boards	QUARTERED RED OAK	
QUARTERED RED GUM	4/4" 1s & 2s	8,000'
6/4" No. 1 Com. & Btr.	4/4" No. 1 Common	20,000'
8/4" No. 1 Com. & Btr.	PLAIN WHITE OAK	
QTD. RED GUM, S. N. D.	3/4" 1s & 2s	20,000'
4/4" No. 1 Com. & Btr.	3/4" No. 1 Common	20,000'
6/4" No. 1 Com. & Btr.	4/4" No. 2 Common	20,000'
8/4" No. 1 Com. & Btr.	PLAIN RED OAK	
10/4" No. 1 Com. & Btr.	3/4" 1s & 2s	30,000'
PLAIN SAP GUM	3/4" No. 1 Common	30,000'
4/4" 1s & 2s	5/8" No. 1 Com. & Btr.	17,000'
4/4" No. 1 Common	4/4" No. 1 Common	50,000'
4/4" No. 2 Common	4/4" No. 2 Common	40,000'
5/4" 1s & 2s	PECAN	
5/4" No. 1 Common	8/4" Log Run	57,000'

Mark H. Brown Lumber Co.

WHITE ASH
MEMPHIS-NEW ORLEANS

4/4" 1s&2s, 6-9", 8-10"	1 car	5/4" No. 2C, 3" up, 4-16"	2 cars
4/4" 1s&2s, 6-9", 8-16"	1 car	8/4" 1s&2s, 6-9", 8-16"	2 cars
4 4" No. 1C, 6" up, 8-16"	1 car	8/4" 1s&2s, 6-9", 18-20"	1 car
4 1/2" 1s&2s, 10-11 1/2", 8-16"	1 car	8/4" No. 1C, 3" up, 4-16"	5 cars
4/4" 1s&2s, 12" up, 8-16"	1 car	8/4" No. 1C, 3" up, 18-20"	2 cars
4/4" No. 1C, 3" up, 4-16"	5 cars	8/4" 1s&2s, 10" up, 8-16"	1 car
4/4" No. 2C, 3" up, 4-16"	3 cars	10/4" No. 1 C. & B., 6" up	
5/4" 1s&2s, 6-9", 8-16"	1 car	8-16"	5 cars
5 1/2" No. 1C, 3" up, 4-16"	3 cars	12/4" No. 1 C. & B., 6" up	
5 1/2" No. 2C, 3" up, 4-16"	3 cars	8-16"	3 cars
6/4" 1s&2s, 6-9", 8-16"	1 car	16/4" No. 1 C. & B., 6" up	
6 1/2" No. 1C, 3" up, 4-16"	3 cars	8-16"	20 cars
KULLITUKLO, OKLAHOMA		PLAIN RED OAK	
SAP GUM DRY		1" No. 1 Common	2 cars
1" No. 1 & 2 Common	5 cars	COTTONWOOD	
1" 1s & 2s	5 cars	1" Log Run	10 cars
1" No. 1 & 2 Common	5 cars		

Dudley Lumber Company

INCORPORATED

HARDWOODS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH			MISCELLANEOUS		
1" Select & Better	15,000'		12/1" No. 1 Common	25,000'	
1" Com. & Btr	27,000'		12/4" No. 2 Common	15,000'	
1" No. 1 Common	50,000'		16/1" Com. & Btr	30,000'	
5/4" Select & Btr	10,000'		16/1" No. 1 Common	12,000'	
5/4" No. 1 Com. & Btr	20,000'		ELM		
5/4" No. 2 Common	15,000'		6/1-8/4-10/4-12/4" L.R.	15,000'	
6/4" Sel. & Btr	18,000'		POPLAR		
6/4" Com. & Btr	30,000'		2" Log Run	10,000'	
6/4" No. 1 Common	35,000'		1" No. 2 Common	13,000'	
6/4" No. 2 Common	36,000'		COTTONWOOD		
8/4" Select & Btr	12,000'		1" No. 1 Common	12,000'	
8/4" Com. & Btr	100,000'		1" No. 2 Com. & Btr	100,000'	
8/4" No. 1 Common	100,000'		PLAIN OAK		
8/4" No. 2 Common	18,000'		1" No. 2 Com. & Btr	200,000'	
10/4" Sel. & Btr. 10" & up	18,000'		SAP GUM		
10/4" Com. & Btr.	75,000'		1" No. 2 Com. & Btr	200,000'	
10/4" No. 1 Common	40,000'		CYPRESS		
10/4" No. 2 Common	10,000'		1" No. 2 Com. & Btr	33,000'	
12/4" Com. & Btr	60,000'				

Thompson-Katz Lumber Co.

ASH			PLAIN RED GUM		
6/4" 1s & 2s	8,000'		4/4" 1s & 2s	4,500'	
8/4" 1s & 2s	4,300'		5/4" Com. & Btr	50,000'	
10/4" Com. & Btr	16,000'		6/4" No. 1 Com.	17,500'	
16/4" Com. & Btr	18,000'		QUARTERED RED GUM		
4/4" No. 1 Com.	12,000'		5/4" Com. & Btr	27,000'	
5/4" No. 1 Com.	27,000'		6/4" Com. & Btr	22,000'	
6/4" No. 1 Com.	22,000'		8/4" Com. & Btr	30,000'	
8/4" No. 1 Com.	14,000'		QTD. RED GUM, SND.		
CYPRESS			8/4" Com. & Btr	65,000'	
4/4" Sel. & Btr	14,000'		SAP GUM		
5/4" Sel. & Btr	18,000'		4/4" 1s & 2s	5,000'	
6/4" Shop & Btr	11,000'		5/4" 1s & 2s	137,000'	
8/4" Shop & Btr	7,000'		6/4" 1s & 2s	14,000'	
4/4" Shop	11,000'		5/4" No. 1 Com.	114,000'	
4/4" No. 1 Com.	17,000'		6/4" No. 1 Com.	27,000'	
4/4" No. 2 Com.	10,000'		8/4" No. 1 Com.	8,000'	
ELM			5/4" No. 2 Com.	35,000'	
4/4" Log Run	6,000'		6/4" No. 2 Com.	23,000'	
6/4" Log Run	11,000'		PLAIN RED OAK		
8/4" Log Run	6,000'		4/4" 1s & 2s	36,000'	
12/4" Log Run	19,000'		5/4" 1s & 2s	50,000'	
			6/4" 1s & 2s	37,000'	

Welsh Lumber Company

MILL AT
BYNG, MISS.

F. W. DUGAN
J. R. COLLINS

DUGAN LUMBER COMPANY

Manufacturers and Shippers

Domestic and Export
Hardwood Lumber

QUALITY
GOLDEN RULE
SERVICE
Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

1/4" 1s & 2s, 10" & up	1 car	16/1" No. 1 Com. & Btr	1 car
5/4" 1s & 2s, 10" & up	1 car	4/4" No. 1 Common	5 cars
4/4" 1s & 2s, Regular	1 car	5/4" No. 1 Common	3 cars
5/4" 1s & 2s, Regular	1 car	6/1" No. 1 Common	1 car
4/1" No. 1 Com. & Btr	2 cars	8/4" No. 1 Common	5 cars
5/4" No. 1 Com. & Btr	2 cars	10/4" No. 1 Common	1 car
6/4" No. 1 Com. & Btr	2 cars	12/4" No. 1 Common	1 car
8/4" No. 1 Com. & Btr	3 cars	4/4" No. 2 Common	2 cars
10/4" No. 1 Com. & Btr	3 cars	5/4" No. 2 Common	1 car
12/4" No. 1 Com. & Btr	3 cars	6/4" No. 2 Common	1 car
		8/4" No. 2 Common	1 car

White Ash Our Specialty

John M. Woods Lumber Co.

We Specialize in Mixed Car Oak

Regular Widths and Lengths

QUARTERED WHITE OAK		PLAIN RED OAK	
4/4" FAS	83,000'	4/4" FAS	87,000'
4/3" No. 1 Common	94,000'	4/4" No. 1 Common	138,000'
6/4" FAS	18,000'	4/4" No. 2 Common	59,000'
6/4" No. 1 Common	15,000'	PLAIN RED AND WHITE OAK	
PLAIN WHITE OAK		4/4" Sound Wormy	183,000'
4/3" FAS	33,000'	QTD. RED AND WHITE OAK	
4/3" No. 1 Common	139,000'	4/4" Sound Wormy	29,000'
4/4" No. 2 Common	80,000'	POPLAR	
QUARTERED RED OAK		4/4" No. 1 Com. & Btr	23,000'
4/4" FAS	20,000'	8/4" No. 1 Com. & Btr	24,000'
4/1" No. 1 Common	53,000'	4/4" No. 2 Common	15,000'
5/4" No. 1 Com. & Btr	8,000'	RED AND WHITE OAK	
		7" Sw. Ties, 9", 9-20"	269,000'

Ferguson & Palmer Company

FURNITURE DIMENSION

CLEAR OAK	
1 1/4 x 2-36"	1 car
2 1/4 x 2 1/2 - 30" & 19"	1 car
3 x 3-40"	1 car
2 x 2-30" & 24"	1 car
2 x 2-30, 24 & 19"	1 car
2 x 2-19"	3 cars
2 x 2-30"	3 cars
2 x 2, 2 1/4 x 2 1/2 & 3 x 3-30"	1 car
1 1/2 x 1 1/2, 2 x 2 & 3 x 3-30"	1 car
1 1/4 x 2-40 & 43" & 2 x 2-19"	1 car
1 1/2 x 1 1/2-19"	2 cars
1 1/2 x 1 1/2-20, 18 & 16"	3 cars
1 1/2" Red Oak 1 x 2 1/2 & wdr.	2 cars
18"	2 cars
Qtd. Red Oak 3/4 x 3 & wdr.	5 cars
22"	5 cars
Qtd. White Oak 3/4 x 3 & wider-22"	3 cars

LUMBER

4/4" FAS Plain Red Gum	2 cars
4/4" No. 1 C. Plain R. G.	5 cars
4/4" No. 2 C. Plain R. G.	2 cars
8/4" FAS Plain Red Gum	1 car
8/4" No. 1 C. Plain R. G.	3 cars
8/4" No. 2 C. Plain R. G.	2 cars
4/4" No. 1 C. & B. Q. R. G.	1 car
6/4" No. 1 C. & B. Q. R. G.	2 cars
6/4" No. 1 C. & B. Q. R. G.	1 car
8/4" No. 1 C. & B. Q. R. G.	5 cars
6/4" No. 1 C. & B. Q. R. G.	5 cars
4/4" No. 1 C. & B. Q. R. G.	3 cars
4/4" No. 2 C. & B. Q. R. G.	0.1 car
4/4" FAS pl. White O.	2 cars
4/4" No. 1 C. pl. W. Oak	4 cars

C. B. COLBORN

438 RANDOLPH BUILDING

FIRM TEXTURED WHITE ASH

4/3" No. 2 Common	18,000'
4/4" No. 3 Common	14,000'
16/4" Com. & Btr	14,000'
COTTONWOOD	
4/3" FAS, 6-12"	45,000'
4/3" No. 1 Com., 6-12"	100,000'
SOFT YELLOW CYPRESS	
1/1" FAS	5,000'
4/4" Selects	45,000'
4/4" No. 1 Shop	60,000'
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	200,000'
1x8" No. 1 Common	150,000'
1x8" No. 2 Common	100,000'
4/4" Pecky	60,000'
5/4" Selects	30,000'
5/4" No. 1 Shop	60,000'
5/4" No. 1 Common	45,000'
5/4" Shop & Btr	200,000'
ELM	
6/4" Log Run	20,000'
6/4" No. 2 Common	22,000'

8/4" Com. & Btr	200,000'
12/4" Com. & Btr	60,000'
TUPELO	
4/4" No. 1 Common	15,000'
4/4" No. 2 Common	30,000'
SAP GUM	
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	175,000'
PLAIN RED GUM	
4/4" No. 1 Common	300,000'
4/4" No. 2 Common	275,000'
SOUTHERN SOFT MAPLE	
8/4" Log Run	250,000'
10/4" Log Run	125,000'
12/4" Log Run	75,000'
13/4" Log Run	75,000'
QUARTERED WHITE OAK	
1/4" No. 1 Common	100,000'
PLAIN WHITE OAK	
4/1" No. 2 Common	150,000'
PLAIN RED OAK	
4/3" No. 1 Common	300,000'
5/1" No. 1 Common	100,000'

Grismore-Hyman Co.

HARDWOODS

"HOOSIER HAVE MADE

*If
you
knew*

What our Bulletin
Service was doing for
your competitor in

the lumber business

you'd not only want the
service yourself, but
you'd have it.

Let Us Tell You About It

Hardwood Record
CHICAGO

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana
Quartered Red and White
OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

S.P. COPPOCK & SONS
LUMBER CO.

Manufacturers and Dealers

Indiana
Quartered Oak
a Specialty

Hardwood Lumber

FORT WAYNE, IND.

INDIANA HARDWOODS

HARDWOODS HISTORY

KRAETZER-CURED GUM

Dry lumber, band sawed, edged and trimmed. Dandy widths and lengths, perfect manufacture and KRAETZER CURING insures bright stock free from stain. We offer from our Dyersburg, Tenn., mill.

5/8 1s & 2s Sap Gum.....	2 cars
5/8 No. 1 Com. Sap Gum.....	3 cars
5/8 No. 2 Com. Sap Gum.....	4 cars
4/4 1s & 2s Sap Gum.....	1 car
4/4 No. 1 Com. Sap Gum.....	3 cars
4/4 No. 2 Com. Sap Gum.....	2 cars
5/8 No. 1 Com. Plain Red Gum.....	1 car
4/4 No. 1 Com. Plain Red Gum.....	1 car
6/4 No. 1 C&B Qtd. Red Gum.....	1 car
4/4 No. 1 C&B Qtd. Red Gum.....	1 car
5/4 No. 1 C&B Qtd. Sap Gum.....	1 car
5/4 No. 1 C&B Qtd. Sap Gum.....	2 cars

North Vernon Lumber Mills
NORTH VERNON, INDIANA

RUSH COUNTY

"Garden Spot of Indiana"

Fertile and rich in agriculture. Its hardwoods are just as rich in quality and texture.

We Have Them in Dry Band Sawn Lumber

Thick Stocks of Excellent Hard Maple, Elm and Ash, White and Red Oak, Plain and Quartered, Basswood, Poplar and Hickory.

Reynolds Manufacturing Co.
RUSHVILLE, INDIANA



**OUR
Indiana White Oak**
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY
Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

We operate
FOUR BAND MILLS

and carry large stocks of:

QTD. WHITE OAK	ASH	POPLAR
QTD. RED OAK	HICKORY,	WALNUT
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

TRY US

Maley & Wertz Lumber Co.
EVANSVILLE, INDIANA

Ask Grandad. He Used Them

DELTA HARDWOODS

WHILE THE OTHER FELLOW

HESITATES, YOU MAY GUARANTEE THE QUALITY OF YOUR HARDWOOD LUMBER SUPPLY BY GETTING IN TOUCH WITH OUR SALES DEPARTMENT. OUR OPERATIONS ARE BACKED UP BY AN EXPERIENCED PERSONNEL WITH QUALITY AS ITS WATCHWORD. BUY NOW AND SETTLE THE QUESTION OF YOUR SUPPLY OF RAW MATERIALS WHILE YOU CAN GET THE BEST. DON'T WAIT! ACT TODAY!

QUALITY AND STABILITY

Double Band Mills
|| Arkansas City, Ark.

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

Bigelow
HARDWOOD PRODUCTS

The Brand of Quality
25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

We offer COMPLETE STOCK
WISCONSIN OAK

"TRY US"

MAPLE		BIRCH	
4/4" No. 1 Com. & Btr..5 cars		4/4" No. 1 Com. & Btr..3 cars	
4/4" No. 2 Com.....4 cars		4/4" No. 2 Com.....5 cars	
5/4" No. 2 Com. & Btr..6 cars		5/4" No. 1 Com. & Btr..3 cars	
8/4" No. 2 Com. & Btr..4 cars		8/4" No. 2 Com. & Btr..3 cars	
10/4" No. 2 Com. & Btr..2 cars		8/4" No. 1 Com. & Btr..2 cars	
16/4" No. 2 Com. & Btr..1 car		12/4" No. 2 Com. & Btr..1 car	

Brooks & Ross Lumber Co.
SCHOFIELD, WISCONSIN
(SALES OFFICE AND MILL)

Von Platen-Fox Company

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

BIRCH		6, 4" No. 3 Common . 150,000'
5, 4" No. 1 Com. & Btr	50,000'	MAPLE
4, 4" No. 3 Common	100,000'	5/4" No. 1 Com. & Btr 200,000'
8, 4" No. 3 Common	35,000'	6/4" No. 1 & 2 Common 400,000'
6/4" No. 2 Common.....	70,000'	12/4" Com. & Btr..... 200,000'



Hardwood Record

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THE HARDWOOD COMPANY

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Vol. LI

CHICAGO, APRIL 25, 1921

No. 1

Review and Outlook

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General Market Conditions

THIS WEEK'S ATTEMPT to picture conditions in the major hardwood markets, to sketch causes and possible results, and to indicate thoughts which might profitably be further pursued, must of necessity be closely in line with accounts during the past few issues. HARDWOOD RECORD believes that the readjustment processes have reached that point where individual occurrences here and there will have a minimum of direct effect on the major course of events, and where movements must be reckoned as tendencies, and not as individual facts in themselves. In short, the long haul is more than ever apparently with us, and it is going to be a haul upwards very gradually, but consistently. The road will not be without its bumps and ruts, but it is likely that these will gradually become less and less frequent, until they eventually lead to the smooth highway of progress. To abandon the simile, conditions are better than they were, and probably will continue better, but this progress will not be regular. Distress offerings will here and there find the market. Conditions will develop in this or that industry to further postpone renewal of activity. Financial questions will here and there be almost impossible of solution, but because we have reached the point where tendency and not individual happenings mark the course of future business, these individual occurrences will not be sufficiently powerful in themselves to divert the main course of business progress.

There are many troublesome factors to contend with. Many communities, both large and small, had anticipated a heavy volume of building during the summer months. This revival has apparently awaited a more reasonable labor charge, as materials in the main have been strongly reduced. Attempts to reduce labor costs have met with such opposition that in some cases they are likely to result in a more complete tie-up of building than ever. But in spite of this the general tendency indicates increasing total volume.

Large building projects and the purchase of agricultural implements have apparently been indefinitely postponed in rural districts. Yet the tendency is progressive even there, for there is a large volume of small repair and enlargement projects, and while the farmer is not buying his instruments, many small town dealers in Ford, and

other small automobiles, report themselves oversold to the rural trade.

Merchandise in general is showing fairly satisfactory and accelerated volume of movement. While unemployment in general is still increasing, as some industries felt a pinch of conditoin only recently, those industries which were first hit, have now reached the up-grade, and are gradually taking on men. This means a gradual revival of buying power.

As to hardwood conditions—there is no reason to change estimates of what may be anticipated. The further we go, the more apparent it becomes that firsts and seconds grades in hardwoods are relatively an unknown quantity. For instance, mills offering a million or two million feet of oak, will show a carload or two of firsts and seconds. The tendency toward the complete shut-down of plants is more marked than it was thirty days ago. HARDWOOD RECORD re-affirms its belief that practically all of the southern hardwoods to be made this year will be in pile by the first of July. The logs now being cut are of poor quality because through exposure in the ditches they have greatly deteriorated. New logs are not coming out. Mills are operating only to clean up these accumulations. Because most hardwood mills are sawing only such timber, the resulting first and second lumber will be practically negligible. In fact, so deplorably broken is the visible supply of dry firsts and seconds, that large buyers might very well begin to show some concern as to future stocks of No. 1 common.

HARDWOOD RECORD wishes to emphasize that this is a true report of mill conditions that can readily be verified by any factory buyer who wishes to carefully analyze mill offerings. The invariable rule is that a developing scarcity of firsts and seconds will, as soon as it is manifest, have a strong lifting influence on the next lower grade.

HARDWOOD RECORD strongly councils buyers to determine for themselves the relative amounts of the principal grades used, as it is impossible that the saw mills can greatly add to the amount of upper grades now offered.

Sales Code a Step Ahead

THE LAST ISSUE OF HARDWOOD RECORD contained a complete account of efforts of southern hardwood men to formulate

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and secure the adoption of a uniform code of sales for hard wood lumber. The code emanates from the Sales Code Committee of the Lumbermen's Club of Memphis, and, as noted in the last issue, the text of the code was formulated and completed in March, but as a courtesy to the National Hardwood Lumber Association, it was not released until the early part of this month.

The proposals contained in the present draft of the Code are the result of conscientious study by its promulgators to perfect an instrument that might eliminate a large measure of the present lack of uniformity in hardwood sales ethics and terms. It is not claimed for it that it is perfect, nor does HARDWOOD RECORD feel itself in position at the present time to unqualifiedly urge its adoption. The fact, though, that the Code was formulated, and that the Lumbermen's Club of Memphis is spending a great deal of time and money in deserved publicity for it, constitutes a thoroughly satisfactory reason why every man interested in hardwoods should give the Code as issued, very careful consideration.

The editors of HARDWOOD RECORD have been present on two or three occasions of late, where, at local meetings of hardwood men, the proposal to endorse or reject the Code came up. In each case, it developed that but few members present at these respective meetings had taken the time to read the copy of the proposed Code which was mailed by the Memphis Club to all members of the National Hardwood Lumber Association. Obviously, as the proposal will come onto the floor of the annual convention of the latter organization in June, every hardwood man should, in the interest of his own business, take sufficient time to carefully study the provisions contained in the suggested document.

Standardized hardwood inspection has become a reality, and its benefits to the industry are manifest. Standardization sales terms are the twin to standardized grading rules. The millennium in the industry is a long way off, but it is only by thus advancing step by step that it can be even approached. Lumbermen in general admit their weakness in efficient merchandising, but show by their constant striving for betterment that they recognize that necessity. A uniform sales code has been persistently sought for many years. Never before, though, has any movement looking to this end gained so much momentum in its insipidity. Admittedly, the principal of standardization is correct. Apparently (and logically, considering the character of men interested in it) the main provisions of the Code are such as to prove fair to all factors involved in the marketing of hardwood lumber. If there are inconsistencies, or errors, or provisions which might prove a hardship, those points must be brought to light through individual analysis of the plans outlined. Only through such means may intelligent action be taken when the program is officially on the boards.

Standardization of Dimension

IN ANOTHER PART OF THIS ISSUE HARDWOOD RECORD has the pleasure of publishing the first of three papers on the problems involved in the standardization of dimension stock, written by W. A. Babbitt, chairman of the committee of standardization of the Association of Wood Using Industries.

In a statement directing the attention of HARDWOOD RECORD to his discussion of the dimension standardization problem Mr. Babbitt explains that "the main purpose of the series is to acquaint lumbermen and wood fabricators with the fundamental problems involved in the standardization program." After expressing the hope that they will result in "instructive and constructive exchange of criticisms and suggestions," he announces that the "further purpose of these papers is to restrain lumbermen from rushing into production of quantities of dimension stock before their mills are properly equipped for this kind of production, and before the necessary standards are established, without which it is a practical certainty that their attempts to manufacture and market dimension stock will be no more satisfactory than in times past."

Mr. Babbitt's committee is afraid that the present stagnation in demand for the common grades of hardwood lumber may lead some lumber manufacturers to saw their accumulated stock into dimension with the hope of marketing the dimension where they could not market the lumber. But he warns that this would be a grave and sorely disappointing error, and tells the editors of the trade press that he depends upon them to caution the lumbermen against it. "We must depend upon you," the committee says, "to warn lumbermen that the market for any and all kinds of dimension stock is just as flat as the market for merchantable lumber. Prominent lumbermen have intimated to the writer that they were ready to cut such lumber into dimension. This would be a big mistake. So far as I can judge, the requirements for dimension are so small at this time as to offer no relief to lumbermen who are compelled to find a market, in spite of unfavorable conditions."

The committee realizes that the task it has undertaken is a colossal one and that they must proceed to work it out with care and caution, avoiding all temptation to haste. Thus the committee is anxious that the lumber industry make no abortive incursions into the dimension field, which would certainly result in disappointment and create prejudices which would seriously augment the labors of the committee. So many things are involved in this dimension problem that can only be solved by goodwill and co-operation that Mr. Babbitt and his associates want to risk no opportunity to preserve these two requisites from attenuation.

The opening article of this series reveals careful preparation and if it is a fair sample of the two that will follow, it is safe to predict that when publication of the three has been completed there will exist in the ranks of the producers of lumber and the fabricators of wood much more sympathy with and understanding of the dimension stock problem than is present now.

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Standardization of Dimension

Chairman of Standardization Committee of Association of Wood Using Industries Discusses Some of the Problems That Must Be Overcome

By William A. Babbitt

The title of this series of studies correctly describes the purpose for which they have been written. Probably no one certainly not the writer who knows anything about the complexities and difficulties of the program of standardization would assume to have the complete answer, or even to be able to state correctly all the problems. It is to be hoped, however, that these studies will serve to stimulate the rapidly growing interest in the standardization program, and to call forth suggestions and constructive criticisms from all concerned.

In order that lumber men and wood-users, who have not had the opportunity to follow the development of the standardization program thus far, may get in touch with the situation, a little history might be worthwhile.

The beginnings of the program are to be found in the efforts of one of the affiliated associations of the Association of Wood Using Industries to establish a sound and dependable basis for standard cost accounting among its member firms. A very exhaustive analysis of the raw material requirements of this association for lumber brought out a number of suggestive facts, and some that were positively startling. The logical and inevitable conclusion from these facts seems to indicate a gradual, but eventually, a complete revolution of procedure, not merely in this particular wood using industry, but in all wood using industries.

This analysis showed that on a merchantable lumber basis the association's annual requirements were one billion eight hundred million feet, chiefly hardwoods. This analysis further showed that the logical and only satisfactory basis for the principal raw material factor of cost is not lumber but dimension stock. An extension of the inquiry shows that this fundamental is also true of nearly all lumber used for fabricating purposes.

But when the board measure of this requirement in the form of dimension stock was determined it was found to be only one billion two hundred thousand feet, board measure. Six hundred million feet are being wasted annually by the reduction of commercial lumber to usable dimension by this one industry alone, which is one of the smaller at that.

Might Have Saved Over Billion Feet

Furthermore, it appeared that the bulk of this requirement could have been produced from commercially low grade stock and non-commercial waste, now largely a total loss in lumbering operations. In fact, it has always been known that such a salvage could be made, and that not only the six hundred million feet, but the whole billion eight hundred million feet, could be produced from such sources.

These considerations naturally raised the final and critical question:

"With all these facts established scientifically, and a matter of common knowledge in a general way, both to the producer and consumer of lumber, why should there not be an immediate change to a sound and economical basis?"

There is a very large and decisive number of reasons why such a change from a wasteful to an economic basis can be accomplished only by slow stages, against much static and some active opposition. Among these it may be useful to mention some of the more important.

* *Editor's Note: This is the first of a series of three articles by Mr. Babbitt, dealing with the manifold problems of standardizing dimension for the wood using industries of the country, a work undertaken by the Association of Wood Using Industries on behalf of both the producer of hardwood timber and the fabricating of wood products. The subsequent articles will be published in HARDWOOD RECORD as Mr. Babbitt issues them.*

The most difficult feature of the situation is the largeness of the proposition. Its bulk is colossal. Put all the lumber piles in America in one great yard, and it would be a small yard compared to the storage ground required to store the wasted portions of the trees from which the lumber was cut. This matter is not only huge in its mere physical proportions; it is also huge in its interlocking relations with every phase of manufacture in the country. It is a huge problem presented from the viewpoint of mechanical equipment alone.

The change of basis from the present wasteful methods of wood fabrication to a basis of comparative conservation involves the organization of a manufacturing and sales proposition on the part of lumbermen which eventually will rival their organization for manufacturing and selling merchantable lumber. The problems of dimension sizes and grades are indefinitely more complex and difficult than lumber grades and specifications. The problem of education will be fully as difficult as that, e. g., involved in establishing a market for red gum. The Standardization Committee is fully aware of these considerations, and cherishes no delusions as to the difficulties ahead, or as to the slow progress that will be made toward their solution.

Under these circumstances, it became evidently both the duty and the opportunity of this association to look for a solution of a condition which produced such enormous wastes, and prevented such huge salvages from the fast-waning timber resources of our country. This, briefly, is the story of the beginning of the standardization program. The organization of the Association of Wood Using Industries and the friendly co-operation of the various associations of lumbermen have now placed this program on a national basis.

Some Problems Which Have Been Solved

The first problem has been to get the necessary entente cordiale between the producer and the consumer with regard to the program of standardization. This has been by no means a simple, easy matter. It required the compilation of much data to establish a presumption in favor of the program. Dimension stock is no new proposition either to lumbermen or to wood users. Past history has little to testify in its favor. Every lumberman has a choice collection of experience in manufacturing dimension stock, which every wood user can match in his attempts to use said stock. The proof has been fully established that the fault is mutual. The producer did not think that it was worthwhile to manufacture his dimension properly. He looked down on the job, instead of up to it. The user took the view that because it was dimension stock, and probably manufactured from waste, he ought to be able to buy it at one-half to one-third its real value.

Both parties are now well in accord. Dimension stock is of such high importance that it is entitled to first consideration in care and accuracy of manufacture. Wood users realize that dimension stock, so manufactured, is the most valuable and economical form in which they can get their raw material; and that to get it they must pay what it is worth. This means a market price which will make the manufacture of dimension stock a commercially sound proposition for the producer.

The elimination of the "specialty" hazard, in the manufacture of dimension stock, is another problem which has been successfully disposed of. Formerly both parties to a contract for dimension stock assumed a risk which does not apply to commercial lumber, viz., the exceptional loss should either party to the contract fail to keep his agreement. If the user failed to take the stock he contracted for then the producer had left on his hands an unsal-

able commodity. If the producer failed to deliver, then the user was left with his production crippled or stranded. That this has been no uncommon happening in the past every party at interest can testify from costly experience.

The Answer to the Problem

The answer to this problem is STANDARDIZATION! By this we do not mean the standardization of an individual plant, but the standardization of the requirements of the various wood using industries. If a lumberman knows that the production of his dimension mill is standard for an industry, or several industries, instead of merely being the requirement of an isolated plant, he will have no hesitation in undertaking to manufacture against any orders he may secure, and, in a conservative way, to manufacture against the probable requirements of the industry as a whole. On the other hand, the wood fabricator will not hesitate to place his requirements with certain mills when he knows that he is protected by a lumbering policy which is producing the exact stock he uses in other mills than his contract source.

Standardization will serve also to eliminate another grave evil

altogether too common in the past. Reference is made to disputes between producers and consumers as to whether the stock furnished is according to specification. Sometimes these disputes have not been a fair question between the parties. They have been unfair attempts by one of the parties to void a responsible contract. With standardization in effect such disputes can be settled by a neutral third party or otherwise authoritatively disposed of.

In a single phase the standardization program rests on the two fundamentals of making it as safe to manufacture or buy dimension stock as to manufacture or buy merchantable lumber. The Committee on Standardization proposes to press this program not only because of its great economic benefits to both lumbermen and wood users, but also as a conservation measure, second to no other, in the great patriotic enterprise of saving our forest resources.

In succeeding studies it is the writer's intention to state as carefully as possible the special problems of both lumbermen and wood users in connection with the standardization program. An attempt will be made to show our method of procedure, and to exhibit results already obtained by the application of this method.

Correcting Misleading Price Estimates

Some idea of why price and other conditions in the lumber industry are so frequently misrepresented in the bulletins of the business statistical bureaus of the country, is in some measure disclosed in two letters recently sent by one of the leading hardwood manufacturers of the South to one of the best known of these bureaus. This hardwood manufacturer took exception to a comparison of composite prices of hardwood lumber for the months of January, 1921; December, 1920, and January, 1920. The report made by the economic service indicated that compositely the price of hardwood lumber in January, 1921, was practically no lower than in January, 1920. The lumber manufacturer in question knew that the practical facts of the lumber price situation would not bear out this report, and he conceived that the bureau making the report must have used an erroneous basis of calculation by which to arrive at its glaringly incorrect conclusion. Reasoning from his familiarity with the economic factors of the hardwood lumber industry, the manufacturer concluded that the bureau, in making its calculations, failed to reckon with the lower grades, which would have enabled it to picture the true general average price of hardwood lumber, but had dealt solely with the 1s and 2s grade. This kind of calculating inevitably resulted in a conclusion far above what the hardwood lumber industry was really receiving in January, 1921, for the log run of its product.

In his first letter to the bureau the hardwood manufacturer stated what he believed had been the nature of the mistake made by the bureau, and before enough time had elapsed to enable him to get a reply from the bureau, the latter published another bulletin in which an explanation of its methods of calculating was given. This revealed that the calculations, as the manufacturer had assumed, had been made on 1s and 2s only.

However, the manufacturer addressed another letter to the bureau in which he very carefully explained what he conceived to be the only fair and accurate method of arriving at average general prices of hardwood lumber. He did this in order that he might preclude the possibility of further misrepresentation of the lumber industry by this particular bureau at least. He realized the damage that such erroneous reports cause to the industry, and assumed that it was worth while to do what he could to protect the industry from further injury.

Both of the letters contain statements that should give a clear understanding of the factors that must be considered in estimating

hardwood lumber prices and judging whether they are high or low, fair or unfair. They might well serve as a guide to all who undertake to form an opinion on prices and price levels of hardwood lumber. In part they are as follows:

Correct Price Estimation

We have before us your trade bulletin, General Commodity Section, of January 10, 1921, and we note in your price list of basic commodities that you show the following composite prices on hardwood lumber:

January, 1921	December, 1920	January, 1920
\$115.80	\$127.20	\$116.00

In other words, your price comparison shows the price in January, 1921, to be practically on the same level as that of a year ago.

We do not know the basis of your calculations, or just what grades, or kinds of lumber are included therein, but based on our own experience covering actual sales, your price comparison would seem to be erroneous, for whereas you show the price in January, 1921, to be about the same as that of January, 1920, our figures show an average decline of well over 60 per cent, with a materially greater decline from the peak prices of about March or April, 1920.

We are enclosing herewith a price comparison compiled from our own sales made within fifteen days from the dates for which the figures are quoted. The prices named are f. o. b. mill point:

		Per Cent of Decline	
Qtd.	Jan., 1920, Peak	Jan., 1921	Jan., 1920, Peak
1s and 2s.....	165	100	39.4
No. 1 Common.....	150	50	66.7
Plain Red Gum			
1s and 2s.....	160	80	50
No. 1 Common.....	125	45	64
Sap Gum			
1s and 2s.....	85	120	56.3
No. 1 Common.....	70	20	71.4
No. 2 Common.....	42	12	71.4
No. 3 Common.....	32	7	78.1
Qtd. White Oak			
1s and 2s.....	280	325	54.4
No. 1 Common.....	190	75	60.5
No. 2 Common.....	100	40	60
Plain Oak			
1s and 2s.....	170	75	55.9
No. 1 Common.....	110	40	63.6
No. 2 Common.....	75	20	73.3
No. 3 Common.....	33	9	75.8

Lower Grades Ignored

It would seem to us from the average figures that you quote that your calculations must be based entirely on the higher grades, probably solely on 1s and 2s, and perhaps you have only included some of the higher priced woods. If this assumption is correct, it would seem to us that

your figures are misleading, for the reason that the production of 1s and 2s represents only a very small percentage of the total, and that this percentage is constantly decreasing because of the lower quality of timber that must be manufactured.

We do not know whether or not you have included gum lumber in your calculation, but wish to state that the consumption of this species exceeds that of any other hardwood; in fact it is our belief that there is as much gum lumber used as all other species combined, and probably three times as much of this kind as any other one kind. You will understand that the grades of red gum are produced from the same log that produces sap gum, and that in the aggregate the total production of red will not exceed 10 per cent, of which probably not more than one-fourth constitutes the grade of 1s and 2s. The balance of the production consists of the grade of 1s and 2s sap and lower. We mention this to show you the small influence that the prices on the red grades have on the average price of the product.

As you are aware, the profit or loss of the lumber manufacturer depends on the average price realized from this product. He cannot confine his manufacture to specific grades, as all grades are produced from the same log, and he must produce the lower priced grades in order to obtain the higher priced grades. At the present time the prices on 1s and 2s are relatively higher than on the lower grades, due to the fact that the production of the lower grades has been constantly increasing in volume, while the higher grades have been decreasing. The present high transportation costs are also an important contributing factor to this condition, as the cost per M' of shipping low grade is exactly the same as shipping high grade, and, of course, the percentage of transportation cost is relatively greater on the lower grades.

There has been a radical readjustment of labor costs in southern lumber manufacturing centers. Common labor is now available at as low a rate as \$1.50 per day, and there is a marked increase in the efficiency of both common and skilled labor. Mill supplies and other factors entering into production costs have shown a slight decline, although this decline has been much less than the general run of commodities. Even with the considerable decrease that is attained in production costs, however, there are some woods, such as gum, which cannot be produced and sold on the present market prices, and the value of the stumpage returned, much less an operating profit realized, and as most mills of necessity operate on mixed woods, as produced by the forest, it is not possible to carry on an operation at a profit, as the woods on which a loss would be sustained will more than offset those woods on which a profit could be realized. While we anticipate some further reductions in the price of mill supplies, oil, etc., we do not believe that labor will be held at the present low rate, as it is hardly receiving a living wage at this time, so that we feel that in an efficient organization the cost of production is now at low ebb, with no chance of further reductions, and the probability of some slight increase in costs.

Misleading Comparisons

We wish to call your attention to the fact that a comparison of prices on specific grades is apt to be misleading, and it seems to us that the correct basis of comparison is the average price of the log run product. As we have stated, the average quality of hardwood lumber produced is constantly becoming lower, because of the difference in quality of the timber that the operator must utilize. You will observe, therefore, that even with a stationary cost for the log run product, the operator would of necessity be obliged to realize a higher price on some specific grades in order to return the same profit, because of the reduction in the percentage of the higher grades, so that what might on the face appear to be an advance, when a comparison of prices on specific grades is made, would in reality not be an advance when considered from the standpoint of the average yield to the producer. To put the matter before you in more concrete shape, let us consider the following situation:

Assume that the cost of production in 1917 and in 1921 is \$40.00 per M', i. e., exactly the same in both years. Let's assume that the product of the two years, however, shows the following difference in the percentage of grades:

1917		1921
25%	1st and 2s	10%
30%	No. 1 common	30%
40%	No. 2 common	45%
5%	No. 3 common	15%

It is probable under such a situation, unless there is a radical change in the consuming requirements, that the price of the lower grades for 1921 would be less than 1917, on account of the greater production of these grades, and that in order to realize the same average price, it would be necessary to obtain a greater price for the higher grades. Even if the price on the lower grades were maintained at the same basis it would still be necessary to obtain more money for the higher grades because of the smaller percentage produced of these grades, and if one made a comparison of the prices of these grades their conclusion would be that there had been an advance, while in reality such would not be the case, as it is the average price that must be considered and compared.

Costs Constantly Advance

The above is, of course, based on the assumption that the cost for the two years will be the same. It is, of course, impossible to maintain the same average cost of production in the manufacture of lumber; this cost

under normal conditions must constantly advance. If labor, supplies and all other factors entering into cost remained stationary for all time there would be a steady increase in the cost of production, due to conditions over which the operator has no control, and among which we might mention the following:

(a) In the beginning lumber was manufactured from the choicest tracts of timber, and that that was most accessible, and could be handled at the lower cost. The demands of business have utilized all timber of this character, and it is necessary each year to go into more inaccessible places to obtain the timber supply, and to operate on lighter stands of timber, which materially increases the logging costs. These costs must necessarily increase from year to year, even though there is no increase in the price of labor, supplies, etc.

(b) Where it is necessary to employ the use of common carriers to transport logs to the mills (fully 80 per cent of the logs handled are so transported in hardwoods) the total cost is affected by the increase in the cost of transportation. The average increase in this cost since 1917 is in excess of 100 per cent.

(c) The average size of the logs handled grows smaller each year, which increases the milling cost and handling of the product, as it is possible to manufacture lumber from larger logs at a lower cost than from small logs.

We feel, therefore, that over a long period of time there must necessarily be an increase in the average value of lumber, and that this increase must be greater on some specific grades than on the average value, in order to realize the increased average value that a profitable operation necessitates. All of this, of course, is entirely aside from any increase in labor, etc. Increases from such sources as might be encountered would have to be realized through a still greater increase in prices.

Mill Price Must Govern

In a comparison of prices between various periods, it seems to us that the f. o. b. mill price must govern, because the varying costs of transportation enter into the delivered price. Especially is this true at the present time, on account of the great increases in transportation costs during the past few years. We have for instance just booked an order for a shipment to the Pacific Coast, the transportation cost to which point has increased since 1916 \$22 per thousand. The net amount realized for this specific grade, f. o. b. shipping point, is less than we obtained for the same grade in 1912 and 1913, although the delivered price is somewhat in excess of the delivered price obtained at that time.

We do not know whether or not the facts that we have outlined herein have been considered by you in reaching your conclusion. We feel certain that if you are basing your opinion on the comparison of prices that you make, which show practically the same value for January, 1920, as for January, 1921, the basis of your calculation is not correctly established. You doubtless realize the tremendous effect of your predictions and opinions on those lines of business concerning which same are expressed. If you take the position that the prices on certain commodities are too high, and that further reductions are necessary, that opinion will be accepted by your clients, who will govern their purchases accordingly. In the event that you have based your conclusions on the wrong foundation, this would artificially depress that particular business, and bring prices to an unwarrantedly low level, and this condition would necessarily be followed by an abnormal advance.

It has been our opinion that hardwood lumber, as a whole, is today basically sound so far as values are concerned. Considered from the standpoint of cost of production, we are certain that the present prices on many kinds do not return the cost, and in our opinion when conditions become stabilized, and the present period of adjustment comes to an end, prices on the whole will settle somewhat above present levels. You are probably basing your opinions that further reductions are necessary on the price comparison which you publish, and which shows practically no decline as compared with January, 1920. If you are incorrect in these figures, and if instead there has been a decline on an average of over 60 per cent, as is indicated by our actual sales and experience, we presume you would reach an entirely different conclusion. It has been our opinion that the future prices of hardwoods would be determined entirely by the general business conditions. If the present light demand continues for any great period of time, further recessions are probable, irrespective of production costs, but if this does come about, hardwood lumber will yield considerably below its intrinsic value, as considered from the standpoint of cost.

Used Chicago Prices

We observe that your prices are based f. o. b. Chicago, which, of course, involves transportation cost from the mill to that point. The advance in this rate on gum lumber since 1916 has been approximately \$7.50 per thousand, of which \$3.50 per thousand has taken place since August 25, 1920. These figures are based on our rate, which is slightly less than the average rate to Chicago on this kind of lumber.

As we anticipated, your composite is made up entirely of 1s and 2s, which grade represents the smallest percentage of the log product. You include in your composite birch and hard maple, which are almost exclusively northern hardwoods. We have no actual experience in these woods, but in a general way we understand that the decline in same has been materially less than in southern hardwoods, especially in the various grades of gum. In the southern hardwoods you select 1s and 2s red gum, and 1s and 2s

white oak. The present consumption of gum by this we mean the complete product of the gum log, as well as a red is probably as great, or greater, than that of all other hardwoods combined, and the grade you have selected 1s and 2s red constitutes probably not to exceed 2 1/2 per cent of the entire log run product. The decline in the price of this grade, since January, 1920, has been 50 per cent and from the peak 61.9 per cent, but you will observe that this is the smallest percentage of decline on any grade produced from a gum log. On white oak, the other southern hardwood which you selected, you also base your calculations entirely on the grade of 1s and 2s. This grade in white oak constitutes about 10 per cent of the log product. You will note that while the decline in price on this grade has been 55.9 per cent from January, 1920, and 65.9 per cent from the peak, this decline is still less than in the other grades of this wood.

When Profits Are Not Profits

With all due respect for your opinion, and realizing that you have had years of experience in the field that you occupy, we cannot help but feel that even if your information as to prices was correct, that you are proceeding on the wrong basis in making your analysis, when you limit your

consideration to the grades that constitute such a small percentage of the total product.

We can conceive a situation when due to a subnormal production, and an abnormal consumption of 1s and 2s, the price on this grade would be exceedingly high, and still due to the fact that there would be a surplus of the lower grades, the average price to the producer would not yield a profit. Under such circumstances, the prices on the lower grades might really be below their intrinsic value, and still your opinion, being based entirely on 1s and 2s, would doubtless be that prices were too high, and in the issuance of your bulletin this would naturally be thought by your clients to apply to all grades.

It seems to us that a correct analysis of the lumber situation must embody:

- (1) Accurate information as to prices, based on actual sales.
- (2) The inclusion of all grades, and consideration of the average price realized.
- (3) The gradual lowering of the average quality, and the necessity therefor for constantly increasing prices on specific grades.
- (4) The constantly increasing cost of production, under the same labor and supply costs.

Milling-in-Transit Battle Is Won

The Southern Hardwood Traffic Association has scored another triumph in securing from the interstate commerce commission an order to the carriers to put into effect, at Memphis and Louisville, Ky., not later than July 20, 1921, transit arrangements which will enable lumber interests at these two points to manufacture, yard, dry, assort and otherwise rehandle forest products and then reship them, within a year, on the through rate point of origin to destination, with a reasonable charge for the stop-over privilege.

Announcement of the decision came to Memphis in a telegram from the commission and officers of the association are elated over the ruling. There are certain transit arrangements at Memphis and Louisville now, voluntarily installed by the carriers, but these are hedged about with restrictions which impose a considerable handicap and they are nothing like as broad or as workable as those to be installed under the new order of the commission.

J. H. Townshend, secretary-manager of the association, estimates that \$5,000,000 will be invested in new mills and woodworking plants in Memphis within the next year as a result of the decision, that there will be rapid increase in the number of yards opened here, and that tremendous impetus will be given to the establishment of plants for dressing and resawing as well as for the manufacture of flooring, boxes, cooperage stock, veneers, handle, wheels, spokes and other wood products. He points out that transportation costs are now so high that every pound of waste possible must be eliminated, thus furnishing an unparalleled opportunity for plants engaged in dressing, resawing and fabricating forest products of all kinds. He likewise predicts that the decision will restore Memphis to its position as the leading hardwood lumber market in the world, which it occupied from 1900 to 1909. In the last-named year transit arrangements were withdrawn and yarding interests began an exodus from Memphis which continued until only four or five are left.

James E. Stark, a former president of the association and the principal witness in the transit hearing at Memphis in March 1920, is authority for the statement that transit arrangements are both a "commercial and economic necessity" and declares his belief that there will be rapid establishment of assorting yards in Memphis for taking care of all kinds, grades and thicknesses of lumber produced by the smaller mills throughout the southern hardwood producing territory. He also emphasizes that further treatment than that given by the smaller mills is absolutely essential, thus preparing the way for unusual activity on the part of fabricating plants. He regards the decision as a vital factor in assuring the permanence of Memphis as a lumber manufacturing, yarding and fabricating center.

C. A. New, assistant secretary of the association, characterizes

the decision as "epochal" in that it marks a new "milestone" along the tariff way.

Although the order calls for tariff by July 20, 1921, the association is of the opinion that these will become effective before that date, some of them probably within the next thirty days.

Louisville jobbers will now be in a position to buy up the output of many small mills in Kentucky, Tennessee, the Virginias, Arkansas, Louisiana, etc., shipping the lumber to Louisville to be graded, sorted and finished, then reshipping in straight grade, car lots. This will aid the small mill operator especially.

J. S. Thompson, manager of the Louisville division, has just gotten out a letter to members, calling their attention to the salient points of the decision.

Have Days of Cheap Lumber Gone Forever?

"There can be no cheap lumber in the future," declared R. W. Hibberson of Victoria, B. C., in addressing the Associated Boards of Trade in Vancouver recently. Mr. Hibberson gave warning that a timber famine was inevitable in British Columbia, as well as in other less fortunately situated countries, unless adequate measures for conservation were adopted. He held that to meet the requirements of the situation the provincial forest branch should be reorganized.

"To the average man in the street," said Mr. Hibberson, "British Columbia is all timbered. He travels by train through the interior of British Columbia, or by steamer up the coast, and everywhere looks green; therefore, it must be timbered. If you told him there is every danger of timber famine in British Columbia within fifteen years you would be ridiculed. But there is a very decided danger of a timber famine, and before many years lapse we will all begin to feel it.

Ten years ago the center of the logging industry was within a radius of fifty miles of Vancouver. Today it is from one hundred and fifty to two hundred miles from Vancouver, and in some cases operators are towing logs as far as six hundred miles to their mills, and an average tow of two hundred miles is quite common. Ten years ago the average cost of logging was \$5 per thousand feet; today it is nearly \$20 per thousand feet, and in some of cedar camps last year the cost was over this figure. Ten years ago most of our logging was done within a mile of the salt water; today we are hauling by railroad ten to twenty, and in some cases more, miles by railroad, to salt water, before we commence to tow logs to the mill.

Timber Supplies Are Receding

The interior of British Columbia has the same conditions. Where formerly sawmills were built in the heart of the timber, today logs are brought distances up to seventy miles by water and by rail. This means heavy expense, and conditions are getting worse every day. The general

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News from the National Capital

Lumbermen are still in the dark in regard to the tentative lumber tariff which has been drawn up by Congress for the permanent tariff bill.

Despite the fact that members in the House who are in touch with the situation either refuse to be quoted or refuse to discuss the tentative lumber schedule, it is reported that a duty is contemplated on all finished lumber, leaving only certain kinds of rough lumber on the free list.

The duties, as tentatively agreed upon, provide for protection on all kinds of fir and spruce, both rough and finished lumber. This is designed to furnish protection to the West coast lumbermen who fear importations from British Columbia.

The general impression has been that pine and other kinds of lumber, both rough and finished, would be allowed to come in free, inasmuch as no claim of any need of protection has been advanced by the manufacturers. That lumber should remain on the free list has been strongly urged by the Retail Lumber Dealers' Association as a means of encouraging housing construction and also in order to conserve the forests of the United States.

Advocates of free lumber protested when it was learned that the tentative rates contemplate that while rough lumber, except fir and spruce, shall be free of duty, lumber finished on two sides would bear a duty of 50 cents per 1,000 feet, and lumber finished on more than two sides \$1 per 1,000 feet.

The rates on fir and spruce are \$1.50 per 1,000 feet on rough lumber, \$2 per 1,000 feet on lumber finished two sides, and \$2.50 on lumber finished on more than two sides.

It is stated that comparatively little rough lumber comes in from Canada, hence the imposition of a duty on finished pine and other varieties of lumber is said to mean that the bulk of imports will be dutiable.

The American Wholesale Lumber Association and lumber companies of Chicago, St. Louis and Cleveland, have filed with the Interstate Commerce Commission complaints protesting that the \$10 penalty charge, effective October 20, 1919, on cars loaded with lumber, held for reconsignment after 48 hours of free time, was unjust and unreasonable.

The complaints declare that the penalty was collected only on lumber or other forest products taking similar rates, and not on other commodities.

The Interstate Commerce Commission has assigned a hearing for June 13, which will be held in Chicago before Assistant Chief Examiner Butler.

Black walnut and spruce lumber, taken off the lumber schedule of the General Supply Committee during the war, because the Government needed all that was obtainable for national defense purposes, has been restored to the schedule for the fiscal year 1922 by the advice of the Forest Service of the Department of Agriculture. This bureau co-operates with the General Supply Committee in the preparation and revision of specifications and the making of awards that cover lumber, millwork and building material.

The Forest Service plans to co-operate also with several of the larger lumber associations with a view to including in both of these schedules most of the commercial wood of the Pacific Coast in grades comparable with those listed for Eastern supplies.

Conferences will soon be held by the Department of Commerce with representatives of the principal trade and business associations of the country to discuss complaints which have been received of irregular trade practices on the part of American companies dealing in foreign trade.

It will be the aim of the conference to provide for the discontinuance of practices, which, if permitted to continue might injure this country's reputation for fair dealing in foreign trade.

tinuance of practices, which, if permitted to continue might injure this country's reputation for fair dealing in foreign trade.

Forest fires during the five years ending 1920 devastated an area much greater in extent than that occupied by the New England States, and occasioned a loss of more than \$45,000,000. Because the destruction of our forests by fire spells disaster unless the rate of burnings are materially checked, Secretary of Agriculture Wallace has written to the Governors of all States requesting their co-operation in the nation-wide observance of Forest Protection Week, May 22 to 28, recently proclaimed by President Harding.

As the railroad situation becomes daily more desperate, observers are of the opinion that the Interstate Commerce Commission shortly may move, under the Transportation Act, to effect a horizontal reduction in freight rates. This act places a mandate on the Commission, it will be remembered, to fix rates which will pay a 6 per cent return on the carriers' property.

Last summer the commission interpreted the situation to mean that a 33 per cent increase was necessary to carry out this mandate. This interpretation has failed flatly. It now appears that the Commission will recognize the fine effect which the law of vanishing returns is having on railroad revenues and again invoke the Transportation Act rule.

According to observers, it is a rule which necessarily will work both ways. If rates must be raised to pay the return, the Commission must raise them; otherwise, if lower rates would bring more revenue, the Commission can not escape the obligations to initiate a general reduction.

Senator Penrose has stated that Congress probably would not get down to the work of tax revision before May, and that a measure would not be enacted before August or September.

Secretary of the Treasury Mellon is ready with his tax program and will make known to the Ways and Means and Finance Committee whenever called upon to do so.

The Senate passed a resolution introduced by Senator Reed, authorizing the Senate Judiciary Committee to continue its inquiry into foreign loans and commitments made by the American government.

The Senate adopted the Cummins resolution providing for an investigation of the railroad situation. The hearings will probably open about May 1.

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public is clamoring for cheap lumber. There can be no cheap lumber in the future if the logger and millman are to make a fair profit on their investment. Lumber will steadily rise in price as the timber recedes farther and farther away from centers of population and the cost of getting the logs to the mill increases year by year.

Formerly a logger with a capital of five or six thousand dollars could open up a camp and produce logs. Today his machinery will cost him approximately one hundred thousand before he can commence to operate.

The price of logs governs the price of lumber, and with the consumer demanding cheap lumber the millman naturally is demanding cheap logs. The logger, in order to get his logs as cheaply as possible, is devastating our forests, cutting only the timber that can be cheaply handled, smashing down all the smaller timber in the process of logging, and leaving in the woods, to rot or to be burnt, some thirty to forty per cent of the volume of the timber on the ground. He cannot afford to attempt to log much of the timber on the high elevations or on the rough ground. Broken timber is left, and on most operations on rough ground fully half of the timber stand never reaches the mill, it being broken up and left on the ground.

The virgin growth of timber in British Columbia is steadily decaying

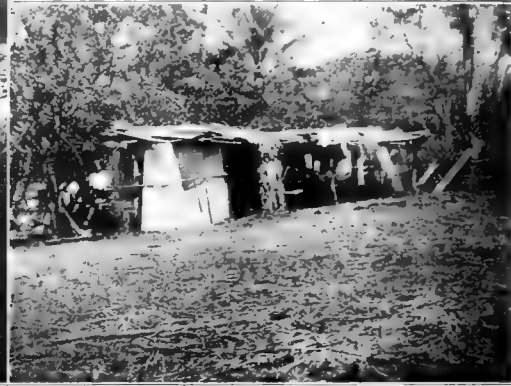
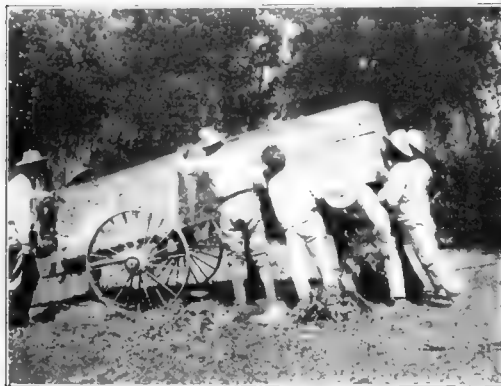
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The Tropical Timber Business

**By Samuel J. Record*

More and more attention is being devoted to the possibilities of the tropical timber business, particularly in the Amazon Basin of South America. This is stimulated by the rising cost of our native lumber, the reported scarcity of certain kinds, and the

is slack the returns from the sale may not be sufficient to cover cost of transportation. There is not the slightest incentive for shipping in new and untried woods; in fact, there are the best of reasons for not doing so. Even if a lot of logs are contracted for,



Left—Loading a Square Timber on an OxCart, Costa Rica. Center—Spanish Cedar Logs, Costa Rica. Right—A Logging Camp in Costa Rica. Twenty Men Boarded Here

fact that certain mill operators see the end of their cut in sight and are looking for new fields. Moreover, rubber companies with large concessions of land find themselves no longer able to compete with plantation rubber in the Far East and are considering the timber trade as the way out.

The path, however, is beset with difficulties, and a great deal of pioneer work will have to be done. A market, except for the woods with a reputation already established, will have to be created, life-time prejudices and practices will have to be overcome and modified, and proper methods of seasoning and handling the new lumber will have to be worked out. Then there are the difficulties of logging in complex forests usually remote from well-developed industrial centers, where labor is an uncertain quantity and where conditions for successful operations may be far from ideal. The only business that can hope to succeed must be well organized and financed, so that every stage in the logging, transportation, milling, seasoning and marketing is properly supervised.

Let us consider for a moment the existing methods of our tropical timber trade. There are, in general, two, though in practice they are not always distinct and separate. There are, first, the big importing houses and dealers who own concessions or control the producers in the tropical forest. There are not many such operations, and those on a large scale are concerned primarily with mahogany and secondarily with the Spanish cedar which grows in mixture with it. The logging methods are comparatively efficient, with tramways, tractors and various adaptations of our woods equipment and machinery to local conditions. Steamers are chartered to transport the logs to this country, where they are sawed in the company mills and the lumber sold direct from them to manufacturers. Such concerns know their product intimately, are thoroughly familiar with the demands of the trade, and have established reputations to sustain.

On the other hand there are the general importers which handle woods along with other articles of merchandise. Logs are shipped on consignment and sold to the highest bidder. If the market is temporarily glutted or for any reason the demand for such material

bought to arrive, they may be rejected because of failure, true or alleged, to come up to specifications in kind or quality. There is so much confusion in local names for woods that there is no telling what an order for a certain kind will produce. All of this tends to disrupt the trade, to foment trouble and to discourage production.

Such methods, too, are very expensive. The woods must pass through many hands and pay toll to each. A native farmer cuts a log or two a year to exchange to the nearest storekeeper for goods. A traveling buyer buys these logs from the storekeeper and has them hauled by ox carts to a river landing or along the railroad. He may be the agent of a commission house or some dealer in a seaport town or he may be working independently. In any event the logs for export are taken on steamers or rafts or by train to seaport and stored. Later they are shipped to a commission house in New York. A general importing firm does not sell to manufacturers but through a broker to dealers. The dealer whose bid is accepted takes the logs to his yard, sorts them and perhaps cuts them up to meet the requirements of the trade. The methods are not always as indirect as this but the short cuts are few. Small wonder that tropical woods are expensive!

In certain instances the excessive cost of tropical woods is driving them from our market. A considerable number of woods formerly common are now rare or extinct so far as our trade is concerned. Take ebony for example. At one time it was considered the only wood suitable for the black keys of pianos, for the finger boards of violins and various other uses. Now some of our fine-textured woods, such as birch, are stained black or "ebonized" and serve fully as well and are much cheaper. The use of Brazilian rosewood for furniture has dwindled almost to the vanishing point, but if some concern would follow the practice of the mahogany dealers the cost of the wood could be halved and a thriving business established. If the tropical timber business is to make any headway in the United States the methods must be revolutionized.

One hears a great deal about the tropical forests being a great source of cross-ties for our railroads. This is no doubt the case, but there are likely to be a great many failures before any big profits are reaped in this field. There is still a great reserve of our own

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and should be cut and marketed, but the young second growth, on which we depend for our future supply of lumber, should be jealously preserved. At present we are recklessly cutting it for tie timber, poles and mining timber, destroying fully thirty per cent of it during the operation. It is common practice to leave twenty to forty feet of good, sound butt logs in the woods, because they are too large to hew into ties. The same condition applies to operations where mining timber is being logged. This should be checked, and without waste of time. Depletion of our forests in British Columbia within twenty years, with a resultant slump in all enterprises that depend wholly or in part on forest products, can only be averted if action is taken without further delay.

The action we would propose is that private timber land owners adopt logging methods that will protect and preserve young growth, and leave logged-off lands in condition for forest renewal; then the young trees of today will be of merchantable size when needed. This is dependent on keeping fires out of the forests, so that young trees will have an opportunity to grow.

A Thing of Slow Growth

It has been shown on examination that unless logging slash is burnt over the reproduction is very poor, the heavy slash shading the young seedlings. It is necessary for a fire to follow logging operations in order to prepare the ground for seeding. This should be undertaken by the government, which can take every precaution to avoid disastrous fires.

It takes approximately 80 years to produce trees of commercial size that will make ties and piling for the coast or saw logs for interior mills.

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timbers, which if treated with antiseptics will give an average life of 12 years. Before foreign woods can compete with these it is necessary to know that their annual cost will be no greater. Competent tests under actual service conditions must be made, not of single ties but of whole stretches of track. Such tests take time and cost money but they should be under way. And having found suitable woods the next question is to get them out in quantity and up to specifications. This means inspection in the woods,

Eventually our coast mills will have to adapt their cutting machinery for small logs, for the virgin timber, once gone, can never be replaced. It takes from 200 to 400 years to produce our large fir timber, and double that to produce our big cedar. The fortunate owner of a tract of virgin cedar and fir will, if only he can afford to hold it for a few years, reap a rich reward.

The reforestation will have to be undertaken in the main by the government. It is not practicable to enforce the practice of forestry on private timber lands, for the growing of timber of saw log size is an operation too long in time and offering too low a rate of return to attract private capital, always excepting pulp and paper companies, who can use timber long before it becomes saw log size. In this connection, Pennsylvania planted nine million trees in 1919; fifty million trees since 1900, began in 1728.

Very shortly we shall see a large increase in the number of these plants, and it is to be hoped that Canadian and empire capital will be behind them.

In conclusion let me say that it is vitally necessary that newspaper publishers within the empire should get together and acquire supplies of timber against the time when they will be worrying, not about the price

Editor's Note: This address is printed here because of the interesting way in which Mr. Huberson shows that Canada, while not as intensely exploited a country as our own, has its timber conservation problem just of timber, but about the fact that they cannot get supplies at any price, the same.

otherwise a lot of cull stock will be poured in which may wreck the whole enterprise.

What is written is not meant in any way to discourage the tropical timber trade or to retard the legitimate exploitation of tropical forests. But the business has so many factors which do not enter into our domestic lumber business that a word of caution may not be amiss to those who are looking to that field. There are unquestionably rich opportunities in the tropical forests, but the rewards are only for those who know how to play the game.

Pertinent Information

South Opens Lower Rate Fight

The governing board of the Southern Hardwood Traffic Association, at a meeting at Memphis, Tenn., April 19, attended by representatives from all parts of the hardwood producing territory, agreed that a complaint should be filed before the Interstate Commerce Commission seeking a reduction of not less than 33 $\frac{1}{3}$ per cent in rates on forest products to consuming centers, as well as a like reduction in the rates on raw materials, such as logs, to milling points.

It was the unanimous opinion of those attending that the present level of freight rates is retarding the movement of forest products, and that return to "normalcy" must be preceded by a reduction in existing rates.

Box Demands of Pineapple Industry

The rapidly increasing pineapple industry in the Hawaiian Islands destined to be the largest in the world, is a matter of great interest to the wooden box manufacturers of this country.

One of the large box companies of the state of Washington, received its first order for boxes from the islands in 1906, that year making total shipments of 75,000 cases. In 1920, its shipments will aggregate close to 3,000,000 cases, of which about 2,000,000 will go to the Hawaiian Pineapple Co., of Honolulu, from which the box concern received its first order fourteen years ago. The total pack of 1920 is estimated at 6,000,000 cases, as compared with 5,000,000 cases last year, which was considered a record. The Hawaiian Pineapple Company now packs 780,000 pineapples or about 1,000 tons of the fruit every day during the season and employs 3,000.

Cutting Olive Trees for Fuel

In parts of Palestine the olive orchards were practically destroyed by the Turks during the war. A report by Consul Otis A. Glazebrook at Jerusalem says:

With the allied blockade of Turkish ports, coal for the railroads had to be substituted by wood, and in Palestine the olive trees were required to bear the greater part of this substitution. The trees were cut down in the districts through which the railways ran, and it is estimated that

half the olive trees were destroyed in this manner. Again, while retreating, the Turks mutilated the small branches of the olive trees for quick fuel. The destruction was further increased by the fact that most of the battles on this front took place in the olive grove districts, and consequently the land around the trees could not be plowed at the proper time and will not yield advantageously, unless they are properly cultivated for at least two consecutive years. In addition to this war devastation, the locust plague of 1915 materially injured the trees.

Better Showing for Pecan

In a report showing the strength and elasticity of American woods, compiled for the census of 1880 by Charles S. Sargent, pecan was rated very low. Many other hardwoods were listed above it, and among the hickories it was not only the poorest, but in strength hardly came up to half of the strength of most of the commercial hickories. During more than thirty years these figures were regarded as official, and persons who accepted Sargent's values as correct, had a very poor opinion of pecan as a vehicle wood or for any other purpose that required elasticity or strength. Many persons who had actually tried the wood had a better opinion of it; but the old official figures stood constantly against it.

A few years ago the Forest Service laboratory at Madison, Wis., began a new set of tests, intended to include all commercial woods of the United States, and the publication of the result of these tests, appearing in Bulletin 556 of the Forest Service, puts pecan in a much more favorable light. The following comparison will show this: Sargent's figures give the strength at 8,000 pounds per square inch; elasticity, 915,000 pounds. The Forest Products Laboratory's figures, strength 16,200; elasticity, 1,940,000. The latter values are twice as great as those of Sargent.

The latest figures may be assumed to be more nearly correct than those made thirty odd years ago; because the Madison laboratory has much better facilities for making tests. The difference between the two sets of figures is so remarkable that it is difficult to understand how they could have been reached. The samples used by Sargent grew near Greenville, Miss., and Dallas, Texas; the Forest Service's samples came from Missouri.

Pecan is perhaps the most abundant of all the hickories, though it would not be easy to quote statistics showing such to be the case, because accurate cruises and surveys have not been made; but in size, the pecan tree exceeds that of any other hickory. It belongs in the class of smooth-bark hickories. Its nuts have always been valuable and most people are accustomed to think of pecan as a producer of nuts rather than as a source of wood.

annually in the whole United States. Of that amount 2,000 feet are credited to Missouri where the wood is made into wagon crossbars, and 65,000 feet to Illinois where it is used for cooorage and hay balers. Not one foot is reported in Alabama, Mississippi, Tennessee, Kentucky, Louisiana, Arkansas or Texas, in all of which states it is a timber tree and in some of them it is abundant.

It is evident that it is not being used under its own name, for it is wholly improbable that a wood so good as this is not going to market. It is likely being bought and sold as hickory, which would be no misrepresentation, for it is as true a hickory as any of the others, but the strange part is that it is always called pecan while the tree stands, and hardly ever after the tree is cut down. A paragraph from the government report of wood uses in Louisiana, published in 1912, may throw some light on this matter. It says:

"During the field work in Louisiana, many parts of the state were visited, and it was discovered that several woods were being cut in the forests, sent to saw mills, cut into lumber, and at that stage they disappeared from view. Careful inquiry developed the fact that much of the lumber which, under its own name, had dropped out of sight after it left the saws, was being shipped to factories under other names, or by no names at all."

One such wood was pecan. Factories which made use of it, particularly manufacturers of vehicle wheels, were not anxious to publish the fact of its use, because the prejudice against it was well known, though that prejudice was not founded on any undesirable qualities in the wood. It was much better than its reputation, though it cannot be claimed that it is the equal of most of the other hickories, but it does not fall as far below them as is commonly supposed, and for certain purposes it is as good as any of them. Compared with shagbark hickory, its place is somewhat lower in both strength and elasticity; but it is more elastic than bitternut and is not far below it in strength.

Much of the prejudice against pecan doubtless could be traced to the unfavorable report on its physical properties made by Sargent for the census of 1880. The samples on which he made his tests must have been uncommonly poor, and it will take a long time to overcome the prejudice against pecan as a factory wood.

"American Storax" from the Red Gum Tree

A gum which is in demand by the manufacturers of perfumes, tobacco, adhesives, and pharmaceutical preparations, is produced by the red gum tree (*Liquidambar styraciflua*) of the South, though few owners of this tree apparently are yet aware that the gum has any commercial value. The properties and composition of this "sweet gum," as it is called, are similar to those of oriental storax, obtained from a tree (*Liquidambar orientalis*) which grows in Asia Minor. Cinnamic acid and cinnamic alcohol are two of its valuable components.

Because the war curtailed the supply of the imported product, the U. S. Forest Products Laboratory this season undertook some co-operative experiments to develop methods of gathering "sweet gum" or "American storax." Although the yield of gum from each tree is not large, a price of \$2 or more a pound has made its collection attractive to many individual operators, and a considerable quantity has been put on the market.

The laboratory experiments will be completed in November, and it is hoped that they will provide some cost data which will indicate to what extent "American storax" can profitably compete with the foreign product when normal conditions return.

Remarkable Wood Carving

The London Timber Trades Journal says that Japan may well lay claim to be the home of the champion wood carver of all time in the person of Hananuma Masakichi, of Tokio. He has carved a figure in wood so like himself that when the two are placed side by side it is said to be almost impossible to tell which lives and breathes and which does not. By several experts in art this wooden figure has been pronounced the most perfect and human image of man ever made. Masakichi has faithfully reproduced every scar, vein, and wrinkle to be seen on his body. The figure is composed of 2,000 pieces of wood, dovetailed and jointed with such skill that no seams can be detected.

Tiny holes were drilled for the reception of hairs, and the wooden figure has glass eyes and eyelashes in which no dissimilarity to Masakichi's own can be observed.

The Japanese artist posed between two mirrors while modelling this figure, and for some time after its completion he posed frequently beside it, to the confusion of spectators, who were often entirely at a loss as to which was the artist. The figure stands with a little mask in one hand and an instrument for carving in the other; the lifelike eyes are apparently gazing at the mask, and the face wears a look of intense absorption.

Increasing the production of man without increasing the burden of work or lengthening the hours of application is the main problem of the day, and the main part of the answer is found in labor saving machinery, and in so organizing the work as to cut out all unnecessary steps.

Peculiarities of Wood

Arthur Koehler of the Forest Products Laboratory, Madison, Wis., has published a guide book on the identification of woods, intended prin-

cipally for use of dealers in crossties, but of use to all persons having anything to do with wood. Certain matters in the book may be summarized as follows:

The color of wood is useful in the identification of species, but must not be relied on entirely, for it is variable in the same species, and in different species it often differs only in shade. Slight variations in color cannot be satisfactorily expressed in writing, but comparison with known samples will often reveal the identity of a specimen. Most woods turn darker on exposure to air, therefore comparisons should always be made on freshly cut longitudinal surfaces.

Some woods can be identified at once by their color. The small, black heartwood of persimmon, resembling ebony, to which it is closely related, is found in no other native species. The chocolate brown color of black walnut; the lustrous red-brown of cherry; the dingy, reddish-brown of red gum; the bright reddish hue of most Douglas fir; the uniform creamy-yellow color of buckeye, are usually enough to distinguish these species.

Osage orange and black locust are much alike in structure, strength, durability, and color, although the former usually has more of a golden-brownish tinge. These two woods can readily be distinguished by the fact that osage orange gives off a yellowish color if wrapped in a wet rag or placed on a soaked blotter, while black locust gives off practically no color under the same conditions.

Preservatives, paint, or decay may, of course, so alter the appearance of wood that its natural color cannot be determined.

Color is more or less an indication of durability. It is well known that the darker woods like redwood, juniper, black walnut, osage orange, and black locust, are more durable than such light-colored woods as cottonwood, maple, ash, beech, white fir, and spruce. Those cedars which have no very dark heartwood are an exception, and their durability is ascribed to certain resins and oils which the wood contains.

Many woods give off a characteristic odor when they are worked. Therefore, in order to determine the odor of wood, it should be whittled or, better yet, sawed and the sawdust held to the nostrils. The odor is more pronounced in the heartwood than in the sapwood. It is even more difficult to describe odor than color, so that authentic samples for comparison are of far greater value than pages of writing.

Most of the pines have a distinct resinous odor. The cedars have an agreeable odor which reminds one of shingles; Port Orford cedar has a strong spicy odor, very noticeable when the wood is worked. Cypress has a mild rancid odor, which will always help one who is familiar with it to identify this wood no matter what the color or weight may be. Alpine fir has a rank odor when dry which distinguishes it from all other firs. Among the hardwoods, sassafras is easily recognized by its characteristic fragrance. Some oaks have a soured odor before they are dry. The odor of cottonwood is slightly disagreeable.

Taste is closely associated with odor but sometimes can more easily be recognized. Port Orford cedar has a spicy taste. Cypress and redwood have practically no taste, and through this characteristic can be distinguished from arbovitae and western red cedar, which have a somewhat bitter taste. Sassafras wood tastes like the extract made from its roots and bark.

fooling the Timber Inspector

A timber inspector at Nineveh, 3,000 years ago, seems to have been victimized by some lumber dealer. A beam of wood has been unearthed among the ruins of Nineveh, with a tablet or sort of trade mark stating that the wood is "cedar from Lebanon." It was looked upon as a find of considerable importance, since Lebanon was 600 miles from Nineveh with only overland transportation at that time; and it would mean a good deal to the modern transportation expert to find that lumber was hauled on carts or carried on camels a distance of 600 miles in remote ages. But the discovery was spoiled by a microscopist who examined the wood. It turned out to be yew which grew and still grows in mountain ranges within a hundred miles of Nineveh. The rest of the story is left to the imagination, because history does not inform us whether some lumberman contracted to bring cedar across the desert from Lebanon, but substituted yew without the inspector being any the wiser; or whether there was graft and the inspector got his divvy out of it. At any rate, the builder supposed he was getting the same kind of wood of which Solomon built his temple (news of which may have reached Nineveh and inspired a wish in the builder there to get in the same class with Solomon). It was looked upon as quite an achievement at Nineveh to build with Lebanon cedar, otherwise a tablet would not have been hung in a conspicuous place advertising the fact. But, alas, a scurvy trick was played on the guileless builder. The bright spot in the deception is that he died without knowing that he had been flim-flammed, and it took 3,000 years and a microscope to expose the fraud.

Ford Sawmill to Open About July 1

Machinery and other equipment which will eventually handle 100,000 feet of timber a day is in process of installation at the Ford plant, Iron Mountain, Mich. About twenty per cent of the complete equipment for the sawmill is already in place, consisting largely of the live rolls, edgers, band mills and trimmers. Four 300 horsepower Wicks boilers are being placed in position in the power house east of the mill. A steam turbine capable of 750 horsepower will furnish power for the huge mill saws.

There are already approximately 6,000,000 feet of logs piled up in the yards adjoining the plant. None of these, however, has come from the Ford holdings, according to R. V. Dudley, superintendent of construction. It is not likely, Mr. Dudley declares, with the present price of logs maintaining that camps will be constructed this summer, it being possible to secure the material at a lower price from contract firms than by building and maintaining woods camps. The matter of opening up the camps on Ford's vast area of hardwood timber is therefore indefinite and contingent for the present upon the lumber market.

The sawmill will house five large saws—two band mills, a gang saw and two re-saws. These will reduce the process of the lumber manufacture into three distinct operations. The logs, hauled up to receiving deck from the log or mill pond, will first be shaped, or squared, by the band mills.



Superior Quality Hardwood Lumber

COMMON ASH

4/4 No. 1, 2, and 3.....	3 cars
4/4 FAS	1 car
6/4 No. 1 Com. & Btr.....	2 cars
6/4 No. 2 Com.	2 cars
8/4 No. 1 Com. & Btr.....	4 cars
8/4 No. 2 Com.....	2 cars
10/4 No. 2 Com. & Btr. 15% No. 2.....	2 cars
12/4 No. 2 Com. & Btr., 15% No. 2.....	1 car
4/4 No. 1 Com. & Btr.....	1/2 car
Mixed narrow and wide Gum Box boards	1 car

SAP GUM

4/4 FAS	1 car
4/4 No. 1 Com.	5 cars
4/4 No. 2 Com.	3 cars

RED GUM

4/4 No. 1 Com.	2 cars
5/4 No. 1 Com.	3 cars

QTD. RED GUM

5/4 No. 1 Com.	2 cars
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RED OAK

4/4 FAS	2 cars
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QTD. WHITE OAK

4/4 No. 2 Com. & Btr.....	3 cars
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QTD. RED OAK

4/4 No. 2 Com. & Btr.....	1 car
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WORMY OAK

4/4 Sound	3 cars
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PLAIN RED OAK

3/4 No. 1 Com. & Btr.....	3 cars
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MIXED OAK

12/4 No. 2 C&B, 15% No. 2.....	2 cars
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ELM

6/4 No. 2 Com. & Btr.....	3 cars
10/4 No. 2 Com. & Btr.....	3 cars

Manufacturers and Wholesalers of Southern Hardwoods

A. M. RICHARDSON LUMBER CO.
HELENA, ARKANSAS

Boston Representative: D. A. WEBSTER, 80 Boylston Street, for quick service on places east of Buffalo

Chain conveyors will then carry the timber to the gang saw, where it will be sawed, and, finally, the slabs will be run through the re-saws, where the usable timber will be separated from the waste. The latter will be utilized for shingles, boxboards and lath, and whatever may remain from the latter process will be salvaged for fuel. It is evident that there will be a minimum of waste.

All Individual Motors

A distinct feature of the mill is that every machine within it will be operated by an individual motor, with power furnished by the huge Wick's turbine.

The site for the dry kiln, where much of the timber will eventually be dried and prepared for shipment, has been staked out, and it is likely that construction will begin within a short time. The first section of the kiln will measure 20 by 200 feet, with additional space as the needs require.

There is no immediate prospect for the body plant, according to Mr. Dudley. It is not likely, he declares, that work will be begun this year. Orders to that effect are not anticipated until late in the season at the earliest. That another year will see this work begun, however, is a certainty, officials declare. There will eventually be two body plants located at the company's site near this city. Each will measure 120 by 740 feet, and they will utilize that bulk of the material turned out at the mill.

A small veneer plant, in connection with the mill, is another likelihood, although arrangements for this feature are but tentative. Construction of a transfer or sorter building, directly south of the mill, will be begun shortly. The latter department will separate the timber as it is carried from the mill, for piling in the yard at the rear of the plant. The space between the tracks which encircle the plant site to the west will be utilized as a lumber yard.

No Transport Monopoly

There has not been, and likely will not be, any definite arrangement with any railway concern for the handling of the timber enroute to Detroit from Iron Mountain. Similar to the Ford policy employed in shipping its goods from the Detroit factories this feature will depend entirely upon freight rates. It is expected, according to Mr. Dudley, that when the mill begins to operate at capacity Ford-owned carriers will be employed to carry the stock from the mill to the main line of the St. Paul, the laying of this stretch of track being already completed. There will eventually be about six miles of track constructed at the plant.

A distinct feature of the Ford activities in upper Michigan will be the strict timber conservation policy to be carried out in the woods operations. The heavy usable timber will be marked for cutting, and this only will be utilized at the start. Every possible means will be employed to preserve the young tree in the felling of the old, and to clean up brush, slashings and other refuse as the work progresses. In that way another ten years will permit the relogging of the same territory on which operations will be opened up.

Another interesting phase of the plant operation in Iron Mountain is the rather extensive farm development plan which, according to Mr. Dudley, will be begun this summer. There are approximately 3,500 acres of productive farm land immediately adjoining the plant site. A considerable area of this has already been plowed and will this summer be sowed to grasses and grains. Later this year, if conditions permit, this work will be expanded to include root crops, with the likelihood of eventually working out a dairy or central farm marketing plan for the employees of the plant. More than that, if, eventually, the farm plan is carried out still further, a portion of the product will be distributed throughout the immediate vicinity. All of this, however, is dependent entirely upon orders which may be received from Detroit, although it seems practically certain the farm plan will be given considerable attention.

Thus far only ten company houses have been constructed, these being occupied by the foreman and other officials. It is expected that more will follow as the work at the plant progresses.

The outstanding feature of it all seems to be that, contrary to somewhat persistent rumor, work at the plant is going ahead rapidly and that on or about July 1 the residents of Iron Mountain will be awakened from their early morning slumbers by a siren whistle announcing the first turn of the huge power turbine.

Baltimore Exports Fall

The statement of exports of lumber and logs for last February, as given out by the Custom House at Baltimore, Md., shows a heavy falling off in shipments as compared with the same month of last year, the total declared value for last February being only \$130,924 against \$403,960 for the corresponding month of 1920. The decreases were mainly in gum boards, which fell from 49,000 feet, of a declared value of \$5,656, to nothing last February; in oak boards, which declined from 827,000 feet, of a declared value of \$80,213, to 204,000 feet, of a declared value of \$28,742; in poplar boards, which dropped from 1,046,000 feet, of a declared value of \$130,395, to a mere 8,000 feet, valued at \$1,356; and in hardwood boards, which declined from 1,313,000 feet, of a declared value of \$131,975, to 123,000 feet, of a declared value of \$22,002. There were some gains, but they did not begin to equal the losses. Hardwood logs to the amount of 33,000 feet went out.

Export Situation Grows Worse

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, in the Knickerbocker Building, Baltimore, Md., does not take an

encouraging view of the foreign situation. Discussing conditions abroad last week he said:

"The situation is apparently growing worse instead of better. Two weeks ago there were slight indications of improvement in the demand for American hardwoods in the United Kingdom, but the threatened strike of the coal miners, transport workers and employees in other lines of industry has overshadowed everything else during the last week. With the 'Triple Alliance' refusing to go out in behalf of the miners the situation is of course improved, but a feeling of unrest among wage earners continues to prevail throughout the kingdom. Reports from all the United Kingdom and Continental markets are about as pessimistic as they could well be, and exporters are finding that low quotations have very little effect in making potential and prospective buyers more willing to place orders. Practically no firm orders are being brought out even when quotations are low. The stocks of high grade American hardwoods in all of the United Kingdom markets are comparatively light, but still buyers are holding off, not so much on account of prices as because of prevailing business conditions.

"It would be well for exporters of American hardwoods to take heed, as certainly nothing can be gained at this time by quoting low prices, which is likely to prove a double-edged policy, in the first place so depressing the market that importers are frightened, and in the second place forcing down prices against the shippers themselves. Foreign buyers are gradually realizing that the low prices quoted by exporters are under the cost of production, and that this state of affairs cannot be maintained very long. United Kingdom dock reports show fewer arrivals of American woods than in any like period of the export trade, but the light arrivals more than suffice to meet any possible demands. Late auction sales of American woods were very unsatisfactory, and the prices realized were so far below the cost of production that one wonders why American shippers will permit their stocks to be sold at auction. But even with the low prices that prevailed, many of the parcels remained unsold, there being no bidders at the time."

Mr. Dickson, however, thinks that the bottom has been reached and that with anything like a normal demand abroad high grade stocks are bound to advance. Ocean freight rates have been for several months higher for the North Atlantic ports than for the Gulf and South Atlantic ports, but at a meeting of representatives of Conference lines held in New York on April 7, the North Atlantic rates were reduced to a parity with the others, so that there is now no differential in favor of the South Atlantic and Gulf ports, which, it is felt, will operate to stimulate the movement eastward. Independent steamers, which are not members of the Conference, are said to quote as low as 45 cents on heavy woods and 60 cents on light woods out of the Southern ports, and these lines, therefore, offer some inducement for routing shipments that way.

Development of Important Italian Lumber Company

[Commercial Attaché U. S. Department of Commerce, H. C. MacLean, Rome.]

During the past year the new Italian company, Societa Anonima "Foresta," which was organized at the end of 1919, with a capital of 50,000,000 lire (lira=\$0.193 at normal), has developed rapidly. At the commencement of its operations it had acquired control of 22 lumber and woodworking companies in eastern Europe, principally in Transylvania, Czechoslovakia and Rumania, and having increased its capital to 100,000,000 lire by June, 1920, had extended its control to 42 subsidiary companies. Today it is claimed that the "Foresta" is the most important financial organization in the soft-wood industry in Europe.

The company now possesses lumber camps in Roumania, Transylvania, Poland, Czechoslovakia, Austria and Jugoslavia, as well as many large sawmills and woodworking plants for the production of lumber, railway ties, furniture, millwork (doors, windows, etc.), demountable houses, and, in fact, wood products of every description. A special plant is also maintained for the manufacture of instruments and other technical apparatus required in the woodworking industry. Its lumber camps and sawmills are served by its own railway lines, which make up a total of about 700 kilometers (435 miles), partly steam and partly electric, in connection with which an extensive rolling stock is required. It has also purchased one of the largest car factories of Hungary, at Arid, with which are connected large works for repairing locomotives.

As has already been stated the Societa Foresta is interested primarily in soft lumber, of which its stocks available for immediate delivery amount to about 250,000 cubic meters, its principal yards being located in Transylvania. Its production of ordinary furniture is also important, and in Italy alone furniture for about 1,000 rooms has already been sold. In Styria is located its plant for demountable houses, which are supplied in various types from the simplest to the most elaborate. The price of such houses is very attractive in comparison with those of other materials, and the rapidity with which they can be erected—it being possible to set up a house of four rooms in one month—constitutes a great advantage on account of the general housing crisis. Furthermore, these wooden houses are rendered fireproof by a special chemical treatment. At Milan and in the districts injured by the recent earthquake they have been extensively used.

It appears that Italy, which has ever been principally dependent upon importing its lumber from abroad, has now at its disposal an organization which will insure for the future supplies not only sufficient but adapted to its needs.

All basic industries are bidding against each other for more working capital. The timber industry needs the good will and co-operation of all those interested in its welfare. To co-operate buy timber bonds.

We offer subject to prior sale and change in price

\$400,000

7% FIRST MORTGAGE SERIAL GOLD BONDS

To Yield 8%

The Tennessee Stave and Lumber Company

Oneida, Tennessee

Authorized Issue, \$750,000
Dated January 15, 1921.

Outstanding, \$400,000.

Denominations, \$100, \$500 and \$1,000.
Interest payable semi-annually.

MATURITIES AND YIELD:

Amount	Due	Yield
\$20,000	July 15, 1922.....	8%
20,000	Jan. 15, 1923.....	8%
20,000	July 15, 1923.....	8%
20,000	Jan. 15, 1924.....	8%
20,000	July 15, 1924.....	8%
25,000	Jan. 15, 1925.....	8%

Amount	Due	Yield
\$25,000	July 15, 1925.....	8%
25,000	Jan. 15, 1926.....	8%
25,000	July 15, 1926.....	8%
25,000	Jan. 15, 1927.....	8%
25,000	July 15, 1927.....	8%

Amount	Due	Yield
\$25,000	Jan. 15, 1928.....	8%
25,000	July 15, 1928.....	8%
25,000	Jan. 15, 1929.....	8%
25,000	July 15, 1929.....	8%
25,000	Jan. 15, 1930.....	8%
25,000	July 15, 1930.....	8%

The remaining \$350,000 of bonds authorized may be issued only on our approval for certain purposes under restricted conditions. Bonds may be registered as to principal. Callable on any interest payment date at 101 and interest. Principal and interest payable at Continental and Commercial Trust and Savings Bank, Trustee, Chicago, Illinois.

SUMMARY

1. These bonds are secured by A FIRST LIEN ON:

- (a) 30,541 acres of land, all owned in fee simple except 4,802 acres, and arrangements have been made to acquire all of these in fee simple except 402 acres. 26,241 acres are virgin timber lands in Fentress and Scott Counties, Tenn., estimated to carry over 122,547,000 ft. of merchantable timber, approximately 75% of which is Oak (mostly White), Poplar and Hickory, the balance Birch, Beech, Chestnut, Hemlock, White and Yellow Pine. This property has been valued at over..... **\$ 900,000**
- (b) 2 band mills and accessories, one in operation at Oneida, Tenn., the other now being completed at Louvain, Tenn. Also one circular mill and tie mill, logging railroad cars, loaders, skidders, wagons, animals, commissaries, dwellings, and the other necessary buildings and equipment having a present estimated value of \$175,000, but which upon completion of the second band mill will have a value estimated to be in excess of **\$ 250,000**
- (c) \$100,000 of notes of the Oneida & Western Railroad Company, bearing 8% interest, due \$2,000 monthly beginning January 12, 1922, these notes being the purchase price given by the Railroad Company to the Lumber Company for 4.8 miles of main line and sidings now being completed by the Lumber Company, all subject to the formal approval of the Interstate Commission. Valued at..... **\$ 100,000**
- (d) The entire \$750,000 of capital stock of the Oneida & Western Railroad, a common carrier which runs from Oneida, Tenn., located on the main line of the Southern Railway about 200 miles south of Cincinnati, to a point beyond Stockton, Tenn., a distance of 28 miles. The railroad has been valued in excess of \$750,000, has only current debts to about \$17,000 outstanding, exclusive of its \$100,000 debt pledged under this mortgage. The railroad is broad gauge, standard construction, opens up a large territory and serves a large number of industries, including saw mills and coal mines, and is earning a fair return on its capital. Valued at **\$ 750,000**
- \$ 2,000,000**

2. The stockholders of the Lumber and Railroad Companies have an investment in these properties of approximately \$1,500,000.
3. The earnings of the Lumber and Railroad Companies for the past three years have averaged some 2½ times the interest on these bonds without regard to conversion but with greatly enlarged facilities of the Lumber Company, the earnings and conversion should be materially increased.
4. The properties are controlled and managed by men who have had a long and honorable record of successful management in this kind of timber.

ESTABLISHED 1891

BAKER, FENTRESS COMPANY

SUCCESSORS TO LYON, GARY & COMPANY

We offer lumbermen flexible, practical loans. For 30 years we have been identified with the timber industry as owners, operators, buyers and sellers and managers of properties. As bankers to lumbermen, we have loaned millions of dollars to successful, going companies with a record of successful performance.

TIMBER SECURITIES

CHICAGO

208 S. LA SALLE STREET

The statements contained herein are not guaranteed but have been obtained from sources which we believe to be accurate and reliable.

As a lumberman you know the intrinsic value of a lumber property. You and we believe there is no better security than timber. All basic industries have their problems. Why not make your investments in securities which you best understand? May we not place your name on our mailing list?

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS
NINE DIMENSION MILLS

Annual Capacity
130,000,000 Feet

Recently we called attention to the improvement apparent in fundamental business conditions. This improvement is distinctly noticeable, but can be made more marked.

The bettered conditions of the present in the main have been produced by those who have pursued an enlightened price policy.

Those who have not co-operated to the end of getting back to a normal plane are the real obstructionists, whether they be labor, supply men, those who deal in basics or the things fabricated from basic materials.

In the industrial realm lumber manufac-

turers led the way to the plane of normalcy. This fact and the following by others of the example thus set, have been the powerful factors in producing a better industrial condition.

Lumbermen should, in every available way, induce those who have not yet acted to make the necessary adjustments to speed and give greater momentum to business in this period of encouraging outlook.

To our customers we are glad to continue to give scientific service and ever increasing efficiency, in supplying their needs from our unmatched hardwood lumber production.

W. M. RITTER LUMBER CO.

COLUMBUS, OHIO

Chicago Will Run Special to Hardwood Annual

Arrangements are being made by a committee from the Lumbermen's Association of Chicago for a special train to carry hardwood men from throughout the south and middle west from Chicago to the National Hardwood Lumber Association convention in Philadelphia June 8 and 9. It is expected that large numbers of members of the association from both Memphis and St. Louis will come through Chicago to catch this special.

The train will be run as a section of the "Broadway Special," a twenty-hour Chicago to New York train on the Pennsylvania, which makes the run to Philadelphia in eighteen hours. The return trip will be made on the regular trains of the Pennsylvania system and the ticket will be good for several days following the convention dates. The special leaves Chicago at 1:40 p. m., Chicago time, or 12:40 o'clock Central time, on June 7. The round trip will be approximately \$66, which is about a fare and a half.

The committee making the arrangements is as follows: A. H. Ruth, L. J. Pomeroy, Fred B. McMullen, E. C. Cook, William Schuppert and Frank Heidler.

New Forestry Committee Named

Appointment of a committee to study the forestry situation in this country with the view to suggesting a forestry policy was announced on April 11 by Joseph H. Defrees, president of the Chamber of Commerce of the United States. Timber owners, lumber users, foresters and the public are represented on the committee, the members of which are drawn from many parts of the United States. The first meeting of the committee will be held at Atlantic City April 27 to 29. At that time the committee will outline its program for taking up the forestry question. Members of the committee are:

David L. Goodwillie, chairman, Goodwillie Brothers, Chicago.
Charles S. Keith, president Central Coal & Coke Company, Kansas City.
F. C. Knapp, Peninsula Lumber Company, Portland, Ore.
Robert W. Irwin, Robert W. Irwin Company, Grand Rapids, Mich.
G. L. Curtis, treasurer Curtis Brothers & Co., Clinton, Ia.
Horace Taylor, Taylor & Crate, Buffalo.
John Fletcher, vice-president Fort Dearborn National Bank, Chicago.
Charles F. Quincy, president Q. & C. Company, New York.
Dr. Henry S. Drinker, president Lehigh University, South Bethlehem, Pa.
Hugh P. Baker, secretary American Paper and Pulp Association, New York.

Harvey N. Shephard, chairman Massachusetts State Forest Commission, Boston.

Postponement of Hardwood Case Is Severe Disappointment

Extreme disappointment is felt by Memphis lumbermen who are defendants in the "open competition plan" case over the postponement of rear-

gument by the Supreme Court until October. It was confidently expected that the reargument, which was asked for in February and which was set for the second week in April, would be heard in Washington April 11, and announcement of the postponement came as a distinct shock to every lumberman in this part of the country, whether affiliated with the open competition plan or not. R. M. Carrier, president of the association; John M. Pritchard, secretary-manager, and F. R. Gadd, manager of statistics, went to Washington to be present during the arguments and were, therefore, among the first to receive the discouraging information.

It is now felt that with the reargument postponed until October 10 no decision can be expected before early in 1922. This means that the final decision of the Supreme Court will probably not come down in less than two years from the time the original complaint of the government was heard before the late Judge John E. McCall of the Federal Court for the Western District of Tennessee. The machinery of the association established for the purpose of gathering, compiling and disseminating the monthly stock reports, monthly production reports and the weekly sales reports is still intact, but it is not being used for the reason that the injunction restrains the association and the defendants from any and all activities whatsoever under the open competition plan. It is recognized that nothing can be done, and it is putting it mildly to say that the postponement of this case is the most bitter development since the original restraining order, which the defendants are trying to have set aside by the Supreme Court on appeal, was issued in mid-March, 1920.

Although it is fully appreciated that these cannot have the slightest bearing on the decision of this tribunal, lumbermen are not overlooking the reference in President Harding's message to "open price associations," or the report and recommendations on the same subject made by the Federal Trade Commission.

The following statement on the postponement was issued by Gen. L. C. Boyle, chief of counsel for the lumbermen on April 12:

"This enforced delay in settling the important legal questions involved in this case will be a sore disappointment not only to the lumber industry but to all industries throughout the country, and this because the determination of this case will definitely demark the legal limits of co-operative activities within the body of trade associations. There is nothing significant or extraordinary touching the postponement of the case until the fall term. Of course, I cannot speak by the card, but unquestionably the reason for the delay is due to the congested condition of the docket. Other cases were likewise put over until fall. In addition to this it is proper to state that in practically all of the leading cases that have come up under the Sherman law two and sometimes three arguments have been requested by the court."

HOLLY RIDGE HARDWOODS

Branded HR

GUM OAK ASH ELM CYPRESS

THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

BAND MILLS
HOLLY RIDGE, LA.
ST. LANDRY, LA.
MONROE, LA.
MEEKER, LA.

BRANCH SALES
OFFICES
DETROIT, MICH.
BALTIMORE, MD.
KANSAS CITY, MO.
INDIANAPOLIS, IND.

HOLLY RIDGE LUMBER CO.

INCORPORATED

MAIN OFFICE

LOUISVILLE, KENTUCKY

Manufacturers
of
SOUTHERN HARDWOODS

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

Invents Eight-Wheeled Trailer

Alex Feigelson, a Beaumont inventor, has perfected an eight-wheel trailer designed to be used behind tractors. The new trailer has a capacity of 25 tons and it is claimed for the invention that a train of them will track perfectly. Several of them have been placed in use, Mr. Feigelson demonstrating that when coupled out to its greatest length the trailer can be turned in a space of 18 feet.

Clubs and Associations

Evansville Endorses Hardwood Code

The Evansville Lumbermen's Club has endorsed the proposed sales code of the National Hardwood Lumber Association and at its meeting in May it is expected that one or two minor changes in this code will be suggested so that they may be taken up at the national convention to be held at Philadelphia in June.

Oppose Lighterage Restrictions

The National Wholesale Lumber Dealers Association has petitioned the Trunk Line Association, New York, for a hearing on Proposal No. 2898, Docket No. 154 dated April 9, 1921, in which the Erie Railroad proposes to amend its tariff containing lighterage and terminal regulations in New York Harbor and vicinity so as to restrict the movement of lumber for lighterage delivery in New York Harbor and confine the movement of this commodity for points in New York and Brooklyn where delivery can be made from cars on private sidings or team tracks, and which will not involve a break-bulk service.

This is evidently the beginning of another attempt on the part of the railroads serving New York to either abolish the lighterage delivery of lumber in New York Harbor or to get an extra charge for the service in addition to the New York rate.

The National Wholesale Lumber Dealers Association has persistently opposed a number of somewhat similar previous attempts on the part of the railroads serving New York, as to refuse lighterage service to lumber shippers while affording lighterage service to shippers of other commodities would be a serious discrimination against the lumber industry.

The National Wholesale Lumber Dealers Association proposes to vigorously oppose any attempt to restrict or withdraw the lighterage service on lumber in New York, as such procedure on the part of the carriers would materially increase the transportation cost of delivering lumber in New York and tend to further retard the building situation.

Louisville Against Tariff on Lumber

The Louisville Hardwood Club at a meeting on April 12 discussed the proposed tariff on importations of lumber from Canada, and could see nothing in this proposal but higher prices for the consumer, greater depletion of American forests, and the possibility of Canada evening the score by placing tariffs on American lumber moving into Canada. It was argued that in view of the fact that the United States sells and ships more lumber into Canada than is shipped from Canada into America, such a tariff would benefit a chosen few, but injure many more shippers, especially hardwood shippers. It was felt that there was no need of any such tariff, and that laws of supply and demand were best fitted to take care of the situation.

Following a long discussion of the matter the organization adopted resolutions protesting the enactment of any such tariff, and instructed the secretary to send copies to the state representatives at Washington.

Chicago Hoo Hoo Plan Concatenation

As a prelude to the annual meeting of the annual convention of the American Wholesale Lumber Association the loyal Hoo Hoo of Chicago will hold a grand concatenation at the headquarters of the Lumbermen's Association on the evening of May 17. F. M. Baker, vicegerent of the Chicago chapter, held a meeting with a number of the members on Friday, April 22, and plans were made to secure a number of candidates and hold the usual festivities. It is anticipated that this affair will be an especially large and happy one because of the large number of visitors who will be here for the wholesalers' meeting and will no doubt attend.

Carriage Makers Optimistic

With display of an optimism over the business outlook, which probably excelled that of any gathering of its kind in recent months, members of the Cincinnati Carriage Makers' Club at the Business Men's Club elected a new board of governors and heard an address by Richard Crane of the R. G. Dun & Co. Those named as governors were E. E. Hess, A. Gruber, F. H. Bossemeier and Henry Voss. In the course of his address Mr. Crane urged that more attention be given to the study and solution of problems concerning education, capital and labor and law questions. A dinner and entertainment followed the business meeting.

KNOXVILLE

*The Leading Producing & Distributing Market
of the Southern Appalachian Hardwood Region*

Names

Nationally Known for Satisfactory Service

American Lumber & Export Co.

Andes Lumber Co.

Andes-Niceley Lumber Co.

Blue Ridge Tie Co.

W. F. Cale Lumber Co.

Frampton-Foster Lumber Co.
of Tennessee

J. M. Logan Lumber Co.

Maples Lumber Co.

J. A. Rayl, Athens, Tenn.

Rayl-Jones Lumber Co.

L. H. Shaffer & Co.

Farragut Lumber Co.

Tennessee Saw Mills Co.—

Kimball & Kopcke Co.

Vestal Lbr. & Mfg. Co.



Danger of Overloading

Tractor and truck manufacturers have so often emphasized the extreme importance of either habitually or occasionally overloading of their products, that it would seem that the subject would no longer need mentioning. Unfortunately this is not the case, as many saw mill owners and operators who are using trucks and tractors are guilty of this practice.

Every standard warranty covering the trucks and tractors employed in the hardwood field are void in the event of overloading. Tire companies and trailer manufacturers have also pointed out the danger and damage of overloading and in some instances the State authorities are arranging a drastic campaign to apprehend and punish both owners and drivers of trucks and tractors which are found on public highways overloaded.

The practice is foolish, expensive and destructive. Not only do the truck and trailers suffer as a result of overloading, but ultimately if the practice is continued, the improved roads will be destroyed.

Taxpayers who have invested their money in a system of good roads can not be expected to reconcile themselves to seeing this road wantonly destroyed by lack of foresight and negligence of owners who insist in overloading trucks and tractors.

The writer prophesies that unless a decided effort to discourage this pernicious practice is made the public whose money has built these roads are going to enact legislation which will drive all forms of traffic other than pleasure cars and light rigs off these improved roads. This would be wrong and certainly can not be construed as progressive, but it is very likely to be justifiable if the owners of these rigs do not realize that they are defeating their own interest by continuing the overloading. The blame will lay entirely with the truck and tractor operator who overloads his rig, and ultimately all must suffer for his folly.

The practice of overloading is not only uneconomical and destructive, but it is absolutely unnecessary. The depreciation of the tractor and damage to the mechanism greatly offsets any possible advantage or benefit of the overload.

Trailers are not prohibitive in price and truck owners who feel that their rig is unable to handle the entire load which is required to be moved should adopt trailers. The cost of such trailers is about one-third that of an additional truck and the operating cost plus the interest and depreciation is not over one-fourth that of a truck.

Recent developments in the manufacture of logging trailers show a very close perfection of this equipment. The new trailers now in the market follow the tested and approved standard principles of the older model, yet they possess many new and exclusive features which increase the ease of operation and the sturdiness of the rig. One trailer of this type which has come to the writer's recent notice has an interesting feature in its connection which permits the tractor and trailer to turn with the load at any angle without shifting the load.

By adding such equipment loads can be doubled without danger of overloading and operating cost will not be increased proportionately.

It behooves every owner of trucks and tractors to watch his neighbors, especially those who are operating their trucks on the same public highway, and to discourage this practice. By so doing the valuable improved good roads will not suffer and the operating and maintenance cost of the truck will not be increased and most assuredly production will not suffer. An indirect advantage will be found in the fact that the public will not be antagonistic to the

use of highways by loaded trucks if such equipment is not overloaded and consequently does not tear up and destroy the road.

Telling the World About the "Caterpillar"

The almost endless diversity of uses to which the Holt "Caterpillar" Tractor has been successfully adapted is portrayed in striking fashion by five bulletins, or pamphlets, and five handsome brochures, which The Holt Manufacturing Company has recently issued.

This literature is profusely illustrated, is of the highest order typographically, and covers in interesting detail, the varying phases of performance of the "Caterpillar." It would seem from these booklets that wherever the sun shines on an endeavor of civilized man where traction is employed, a Holt five or ten-ton "Caterpillar" tractor is found successfully toiling. These tractors are shown hauling artillery, bringing up "big guns" for position on the Western Front. They are hauling long trains of long steel casings in the oil fields of Oklahoma. They are dragging disc plows and harrows in Minnesota and harvesting in Kansas. Wherever good roads are being built these tractors pull the road machinery. In the woodlands of the North they are pulling sledges with tons and tons of northern timber and with equal success are "mud-boating" in the hardwoods forests of the South. At the same time the "Caterpillar" is skidding teak logs in India, plowing cane fields in Cuba and rice fields in Arkansas, and drawing trains of heavily laden log wagons through the mountains of West Virginia.

The foreword to one of these brochures, which says "that the 'Caterpillar' tractor has become established the world over as the most practical and most successful power ever known for cross-country freighting, road making and logging," is no idle boast. It is indeed a "cross-country locomotive" able to travel and pull and climb in the deepest mud, or sand, up the steepest grades, on all kinds of soils and where no other kind of power is practical. The evidence is conclusive that the "Caterpillar" tractor has won a most important position in the industrial, agricultural and military operations of the world.

These attractive booklets, telling a story of real performance in terms that impress and convince, must be taken as fitting evidence of the ceaseless and highly intelligent enterprise that has put the "Caterpillar" to work throughout the world.

Antigo Company Ready to Demonstrate

A number of the most prominent logging and lumber manufacturing operators of Langlade county, Wis., and vicinity are backing the Antigo Tractor Corporation, a \$1,000,000 concern which has been organized to develop the business originally established as the Antigo Tractor Company. It is manufacturing a new design of tractor for logging, hauling, farm work, etc. Five machines are now in work and will be placed May 1 in woods, at mills and on farms for final tests. On June 1 the Antigo plant will start a regular production and plans an output of 350 to 400 machines by December 31. It is conducting operations in the former plant of the Murray-Mylrea Company at Antigo, Wis., a large foundry and machine shop formerly manufacturing and repairing logging and sawmill machinery. W. L. Carver is general manager and chief engineer of the tractor company.

Our Specialty Is **AMERICAN WALNUT** **Lumber and Veneers**

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

We Also Handle
MAHOGANY
MEXICAN PHILIPPINE

The Kosse, Shoe & Schleyer Co.

EASTERN BRANCH:
8 E. Lexington Street, Baltimore, Md.

Home Office: Cincinnati, Ohio
Lock Box 18, St. Bernard Branch

Memphis Club Favors Tariff on Jap Oak

The Lumbermen's Club of Memphis unanimously adopted resolutions at its semi-monthly meeting at the Hotel Gayoso Saturday afternoon, April 15, favoring imposition of a tariff on Japanese oak logs, lumber and forest products on the ground that this is necessary to equalize the tremendous advantage enjoyed by Japanese interests in Pacific coast markets of the United States over manufacturers in the southern hardwood producing territory as a result of lower labor and transportation costs.

This organization, by a like vote, also adopted resolutions favoring reciprocal tariff regulations with Canada, because of the similarity of labor and transportation costs and because it is both desirable and imperative to have such arrangements to insure free interchange of lumber and forest products between the two countries.

Copies of the resolutions were ordered forwarded to the Memphis Chamber of Commerce and to senators and representatives in Congress for proper action. They were introduced by Col. S. B. Anderson, president of the Anderson-Tully Company.

Resolutions were also adopted out of respect to the memory of the late W. F. Holzgrafe, general manager of May Brothers and a former vice-president of the club.

J. H. Maassen, chairman of the sales code committee, reported the endorsement of the code, recently submitted to members of the National Hardwood Lumber Association, by the Evansville (Ind.) Lumbermen's Club. He also said that meetings would be held by lumbermen at Chicago, New Orleans and South Bend, Ind., in the immediate future to consider the code. The committee has received 165 replies to letters sent to members of the association and 142 of these are agreeable, 13 contain suggestions, 4 are not agreeable and 6 are still considering the subject. The committee announced that it is much encouraged over developments to date.

E. H. Wright, Thompson DeFenlon Lumber Company, Memphis, was elected an active member.

Southwestern Manufacturers Meet

An able defense of the present income and excess profits tax system and vigorous opposition to proposals before Congress to substitute for them and an appeal for immediate repeal of excessive freight taxes and for a sound, conservative system of accounting were features of an address by R. M. Rickey, accountant for the Southern Pine Association, at the regular monthly meeting of the Southwestern Hardwood Manufacturers' club in New Orleans, La., Thursday, April 14.

With President C. J. Coppock of the Cybur Lumber Company, Cybur,

Miss., presiding, and Mr. Rickey as the principal speaker of the day, the hardwood manufacturers held their meeting at New Orleans lumbermen's quarters, 108 University place, and it was one of the best attended monthly conventions the club has held for several months. All three states—Mississippi, Louisiana and Texas—comprising the Southwestern Hardwood Manufacturers' Club, were well represented.

The question of compiling and distributing certain cost information was brought before the meeting, but it was referred to Secretary A. C. Bowen, who was instructed to refer it, in turn, to the club's counsel for advice regarding the legality of such a course. "Take absolutely no chances," was the admonition of C. H. Sherrill of the Sherrill Hardwood Lumber Company of Merryville, La., and the advice was promptly heeded. Thursday's start to provide this information was a sequel of a movement set on foot by the manufacturers nearly a year ago. The project was postponed to await settlement of the "Open Competition Plan." Manufacturers maintain that instead of increasing prices, such mutual exchange of cost information, by making practicable a higher degree of economy, should have a decided tendency to reduce them.

C. H. Sherrill, chairman of the finance committee, made a report on the financial standing of the club, which showed that it was in a wholesome financial status.

Among the principal speakers were: J. W. Bailey of the Eastman-Gardiner Hardwood Company, Laurel, Miss.; J. B. Brown of S. T. Aleus & Co., New Orleans; Phil A. Ryan of the P. A. Ryan Lumber Company, with plants in Memphis, Tenn., and in Lufkin, Tex.; Mr. Sherrill and others.

New members joining the club recently, as announced by Secretary Bowen, are as follows: The Bonita Lumber Company, Bonita, La.; the E. L. Hendrick Lumber Company, Jackson, Miss.; the Mardez Lumber Company, Benford, Tex.; Soniat & Deblieux, Inc., Opelousas, La., and the H. H. Wiggin Lumber Company of Plaquemine, La.

Mr. Rickey in his address, which was well received by the manufacturers, asserted that the repeal of the income and excess profits taxes would merely result in a shifting of the taxation burden, as the nation's debts must be paid and its expenses must go on anyway; that the repeal of the income tax would unjustly relieve the non-property holder at the expense of the property holder, and that the repeal of the excess profits tax would reduce the burdens of the more prosperous at the expense of manufacturers less able to pay and would, in short, "result in a too drastic application of the Biblical admonition that 'to him that hath, shall be given; and to him that hath not, shall be taken away that which he hath.'"

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY
OFFICE AND WAREHOUSES:
CINCINNATI OHIO
SAW AND VENEER MILLS:
NEW ORLEANS, LA.

BRANCH
SALES OFFICES:

CHICAGO, 39 W. Adams St.
N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

American Wholesalers Launch "500" Campaign

In less than one year from the date of its organization, the American Wholesale Lumber Association has built up its membership to more than 250. In the light of conditions which have obtained in the lumber field during the past year, this fact in itself constitutes a remarkable record.

For this bunch of "go-getters," however, the above mark is only a starter. Just recently J. H. Burton, president of the A. W. L. A., inaugurated what is known as the "500 Campaign," through which he intends to build the membership of the American Wholesale Lumber Association to a total of 500 by the date of the first annual meeting which is to be held at the Congress Hotel, Chicago, May 18 and 19.

In outlining the "500" campaign, Mr. Burton has adopted the simple yet effective plan of having each present member of the A. W. L. A. bring in one new member on or before the date of the annual meeting.

To facilitate the operation of this campaign, Mr. Burton has appointed a committee of 15 members to co-operate in securing new applications.

Ben S. Woodhead of the Beaumont Lumber Company was named as supervising director of the campaign, and Charles B. Carothers was appointed general chairman. The members of the committee are as follows: W. C. Lawton, Waldo E. Holmes, Bert R. West, K. M. Gaiennie, F. J. Buschow, S. M. Masters, R. L. Allen, Frank Burnaby, N. H. Hargrave, J. R. Thames, Geo. W. Stevens, Jr., Frank A. Niles, Ben C. Currie, H. W. Taylor, John C. Shepherd.

Although the campaign is just getting under way, the results thus far have been exceptionally gratifying, as 27 new applications for membership in the A. W. L. A. were received in the last few days. The members are entering into the competitive spirit of the campaign and every mail is bringing new applications to the association headquarters.

As L. R. Putman, directing manager of the association pointed out, the list of applications received during the past few weeks has been thoroughly representative. The west Coast, Central West, South and East are all well represented.

The accompanying chart explains in full detail the plan and organization of the "500" campaign as outlined by Mr. Burton. Officials of the association state that the success of the campaign is assured and that without doubt the membership total set by Mr. Burton in the "500" campaign will be reached by the date of the convention.

The association plans to start an honor roll shortly in which particular credit will be given each member who has secured one or more new members.

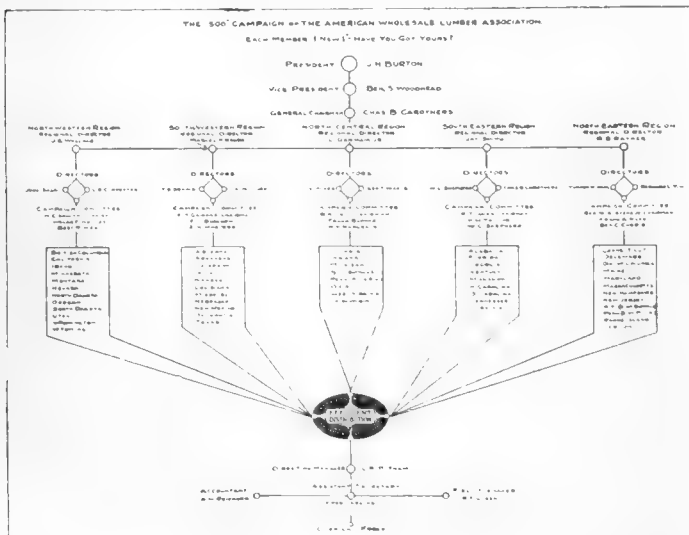
"Irv." Cobb Entertains Lumbermen

Irvin S. Cobb, America's "Official" humorist, made a tremendous hit with his address on "Home Folks" during the dinner tendered the Lumbermen's Club of Memphis by the Memphis Rotary Club at the Hotel Gayoso Friday evening, April 15, where covers were laid for more than 500 lumbermen, Rotarians and their guests.

Mr. Cobb was at his best in relating humorous stories dealing with people in various parts of the United States and particularly with some of the negroes who participated in the recent war with the Central Powers. His address was marked here and there by touches of pathos, and he became extremely serious when he interpolated a solemn warning to his hearers against the dangers of radicalism in the United States.

Milton Smith, president of the Rotary Club, acted as toastmaster. He made a brief address of welcome, to which response was given, in most happy vein, by Earl Palmer on behalf of the lumbermen.

Mr. Palmer also introduced "Irv." Cobb.



Plywood Makers Show Progress

Annual Meeting Is Characterized by Indorsement of National Advertising Campaign and Attention to Improvement of Production and Distribution

A spirit of progress, evidenced in a determination to improve the efficiency of their producing and distributing methods and to intensively cultivate all old and new fields of demand for their product, characterized the second annual meeting of the Plywood Manufacturers' Association, held in Chicago at the Drake Hotel on Tuesday and Wednesday, April 12 and 13.

At this meeting the questions of traffic classifications and rates, tariff for the protection of the industry from European dumping, national publicity, standard grading rules, standardization of glue, progress of the cost instruction book, general association activities and the current economic status of the industry were handled.

This program was laid down by the executive committee in its report, delivered by Thomas D. Perry of the Grand Rapids Veneer Works, of Grand Rapids, Mich., president of the association, at the opening session of the convention.

M. Wulpi, commissioner, made an exhibit of 1920 trade barometer reports and gave a comprehensive view of conditions, demonstrating that there is a slow trend toward improvement in the demand for and sales of plywood.

Mr. Perry was, for the second time, re-elected president, starting on his third term. C. B. Allen of the Allen-Eaton Panel Company of Memphis, was elected first vice-president; F. B. Ward of the Hanson-Ward Veneer Company, Bay City, Mich., was elected second vice-president; L. H. Sergent of Marshfield, Wis., was elected third vice-president and E. W. Benjamin of Cadillac, Mich., was re-elected treasurer. E. V. Knight of New Albany, Ind., and O. G. Steiner of St. Louis, Mo., were added to the Executive Committee, which comprises the officers of the association.

The association endorsed with marked enthusiasm the report of G. O. Worland of the Evansville Veneer Company, Evansville, Ind., chairman of the National Veneer Association, on the progress of the national publicity program. This will involve the expenditure by the association of a fund of about \$50,000, and there was no dissent to a full support of the movement.

Mr. Perry's recommendation that five standing committees were authorized and appointed also received the indorsement of the association. These committees are as follows: Valuation Commission, supervising costing work; Transportation Committee, supervising traffic problems; Advertising Committee, in charge of advertising campaign; Glue Committee, developing glue program; Grades Committee, applying and revising grade rules.

Executive Committee Report

The following are the essential features of the Executive Committee report, which formed the basis for the deliberations of the meeting:

"TARIFF: The report of Mr. Z. C. Thwing's hearing before the Ways and Means Committee of the 66th Congress at Washington will be presented to you later in this meeting. We have brought the matter to the attention of the Committee and have filed our brief for the records. This will insure further consideration when the new tariff bill comes up for action. It is by no means certain that a radical increase in import tariff at the present time will benefit domestic business, and many doubts are expressed as to the



Thos. D. Perry, re-elected President

wisdom of pushing this matter at the present time. If a tariff is imposed, the plywood trade wants to be represented in the dutiable articles. If it is decided that a tariff for revenue is not wise, we should be ready to drop our project. No further action seems necessary at the present time.

"FINANCES: The Commissioner's report includes a warning with regard to the decreased income of our Association, and the need of conserving the funds on hand for necessary work, until our revenue comes back to normal proportions. The reduction of appropriations below the point of effective work is, of course, not to be considered, but to trim every unnecessary expense is absolutely essential. The members of the Association ought to give this matter careful thought during this session and instruct the officers as to their desires.

"ADVERTISING: The matter of co-operative effort with the National Veneer and Panel Association is very timely. The

woodworking industry and particularly the veneer and plywood producers have been very backward in keeping their product before the eyes of the buying public and in developing suitable propaganda for the training of salesmen in the merits of plywood products. While definite steps toward a \$50,000 fund for advertising seems difficult at the present time, it would be most unfortunate if the campaign is delayed or its progress thwarted by either a vacillating policy or a lack of financial nerve. The plan has been started and it must be carried forward wisely, carefully and vigorously.

"GRADE RULES: The schedule of grade rules adopted at Cincinnati, on February 9, has received wide publicity through a number of trade journals which have published it in whole or in part. While considerable comment has developed, it has been a period of relatively limited buying and the problems of adjusting details in the grade rules have not developed as might be normally expected. The publishing of these grade rules in booklet form has been delayed, partly because of the need of developing a little more comprehensive description in a booklet and partly because of the desire to have the various difficulties rectified before so publishing it. It would seem as though a standing committee should be appointed which will have charge of developing these grade rules and report progress at every meeting.

"SELLING PRICES: Whether or not wood products have reached the bottom of the market is perhaps debatable, but it is certain that when the market prices come to a stable point they will bear a very definite relation to manufacturing costs. Probably all members have made quotations that are considerably beneath existing cost records, either hoping to keep their plants running or to convert certain material into cash. While such transactions are more or less demoralizing they are a necessary part of the deflation process, and must be endured with the best possible grace.

"It is certain, however, that the man who knows his costs well and is able to figure closely on the new material and labor basis will have the best opportunity to obtain the desirable business. Labor, as a whole, is showing a reasonable attitude toward this process, both in accepting reduced wages and in increasing effici-

ency. Employers must do likewise in reducing the overhead burdens to the lowest possible point.

"It has never been the function of Association activity to endeavor to dictate or standardize prices, but to establish a uniform practice in costing that will enable the various members to conduct their own business on as fair a margin of profit as the times will permit.

"**COSTS:** With Mr. Potter's (H. D. Potter, Cost Engineer) report and submission of Section No. II of our cost instruction book, we have approached one step closer to a comprehensive costing method for plywood producers. Mr. Potter's future progress toward the next section will be somewhat dependent on the resumption of activity by our different factories, as the determination of the facts necessary in the use of **material** and the resulting **waste** can rarely be obtained from existing records and must be secured by collected data and statistics of operation on a normal production basis.

"After the adoption of Mr. Potter's report as presented, we should develop the best plan of procedure to bring the greatest return for our cost engineer's time. He can then proceed to outline the next section relating to material, but would hardly feel that he was justified in having this printed until the statistics are accumulated and the problems attending the accumulation of these statistics are in a position to be included in our printed Section No. III.

"In the meantime, while this section is in process of preparation, and Mr. Potter is completing the overhead tabulation for all of our new members that will show the overhead on a 1920 basis for all of our members, it would be possible to devote considerable time to outlining cost systems in member plants, and said members should be willing to share part of the expense. There are several of our large plants which have expressed the desire to install costing systems. It will be much easier to make this installation while business is at low ebb, and the use of so much of Mr. Potter's time is an opportunity that such members probably cannot obtain after business conditions improve.

"**GLUE STANDARDIZATION:** Your President's immediate contact with this problem has perhaps made him more aware of the seriousness of this situation, and as his opinions are personal rather than an expression of Association policy, it has seemed better not to incorporate them in this report. It is obvious that we are where a vigorous constructive policy is required to preserve an open market on Cassava flour glue, for buyers and sellers alike. The Association has stood so unitedly in other projects that your President feels sure it will rise to meet this emergency."

Publicity Report Features

In conjunction with his highly instructive and important report on the national publicity campaign, Mr. Worland exhibited panel moulding, which represents a field for the expansion of demand for panels. William Clendenin, an advertising man of Chicago, made an extended exhibit of photographic reproductions of illustrations and references to veneers used in the ancient furniture crafts, displaying evidence of the use of veneer as far back as Egyptian and Babylonian periods.

Commissioner Wulpi reported that twenty new members had been added during the year and that forty-eight plants are now on the roster of the Association. Thirty-three members attended the second annual, while at six mass meetings held during the year the average attendance was thirty-eight men.

Plea for Tariff Protection

The following is a copy of the brief, minus exhibits, which the Association placed before the Ways and Means Committee of Congress, praying that the needs of the plywood manufacturers be considered in the revision of tariff schedules:

"PLYWOOD MANUFACTURERS' ASS'N.

"Grand Rapids, Mich.,

"Feb. 25, 1921.

"Hon. Joseph W. Fordney, Chairman, and
Members of the Ways and Means Committee,
Washington, D. C.

"Gentlemen:

"We appreciate the courtesy and attention shown to Mr. Thwing (President of the Grand Rapids Veneer Works), representing the Plywood Manufacturers' Association, and we beg leave to submit in written form the essential points covered in his statements with the thought that you may wish to quiz him further when the matter has been taken up more in detail by your Committee.

"First: The Plywood Manufacturers' Association comprises approximately fifty member plants (Exhibit A attached), and was reorganized in March, 1919. The members of the Association, with an output for 1920 considerably in excess of \$30,000,000, employ capital of over \$15,000,000 and give employment to approximately 12,000 men. In addition to those represented by our Association, there are perhaps half as many more manufacturers in various grades of plywood, increasing the above figures by approximately 50 per cent. It is generally considered that our Association represents two-thirds of the industry.

"Second: While a few of the plywood plants have been in

(Continued on page 32)



C. B. Allen, First Vice-President



F. B. Ward, Second Vice-President



G. O. Worland, Chairman of Publicity Committee

ALGOMA *the Better* Plywood



*“For want of a nail
the horse was lost”*

Many a retail sale falls through because the graining and the finish of the top or panels do not appeal to the customer's taste. Many a customer has become dissatisfied because the plywood used in his purchase did not stand up under use. He does not blame the maker of the plywood, he blames your dealer and you. Therefore, it is important to check up on your panels and plywood. Be sure that the manufacturer who supplies you works by such standards as those which produced Algoma, the better Plywood. For thirty-five years we have been building plywood that does have the surface and graining which give greater quality to the finished product.

To give Algoma Plywood its permanence of form, throughout our factory care is used in every process. Test one order of Algoma, the Better Plywood, by actual use, and you'll standardize on this plywood for every job.

Did you ever consider how much depends on your choice of Plywood?



ALGOMA PANEL COMPANY, *Algoma, Wis.*

Belts and Transmission Kinks

By R. C. L., a Mechanic

Belts! This being the subject in hand, the writer will endeavor to very clearly set forth the advantages and disadvantages of the many different ways and means of making fast the ends of same as applied to modern belt lacing methods when raw-hide lacings are used.

It is not a case of the strength of the fastener which gives best satisfaction in all manner of belting "new or well worn" but a case of securing the fastener (metal or raw-hide) that will hold the ends of belting best and longest. Belt ends or the holes in them made for lacing or fasteners—pulling out under the strain is the belt man's worst enemy and not the actual breaking of the fastener or wearing, but mostly a case of holding the ends and keeping holes intact.

Now that this is made plain and taken from long experience with belt transmission, let the subject of best methods of lacing designs be covered. In this capacity, there are many designs for raw-hide use. The many styles seen in use are shown in sketches herewith. There are styles which require a great deal of work and lacing to insert with little added strength and others which have real merit as observed and practiced by the writer in past years. There are the "straight lace", that is, the strands are on the same side of belt ends—which are suited for large pulleys only and there are the "Hinge-lace" styles which suit for high speed pulleys of small diameter, both of which will be shown up fully in real operation conditions.

To run down the line of the sketches, Fig. 1, shows stamp sketch of a lattice lacing recommended for a large driving belt 12 inches and up in width and especially such a belt as is well worn and thin—because of the strands reaching well back from the belt ends and becoming interlocked again, the strain is taken off the extreme belt end holes which are likely to pull out owing to the great strain of a large belt on same. This is a straight lace style and not for small high-speed pulleys but of large diameter. To more fully understand this greatest of all mechanical details in explaining, the straight lines of lacing or more so than the other crossed lacing—denotes the under-side of belting or the side to run next to the pulley.

(A) sketch being the underside or pulley side. (B) sketch is top side. Fig. 2, shows the two views of another form of lattice lacing style as is often used on small slow turning pulleys and where great strength is needed with a heavy belt to its width. (C), underside, (D), top side.

Fig. 3, shows a box lacing which differs little on both sides of belt. This is used to good advantage on feed belts of machines. Same is well reinforced and nothing but a breakage of half the strands will release the belt.

(E), underside, (F) top. Fig. 4, shows a well interwoven lace style which the writer first saw outlined in a machinery catalog and put same to hard tests on feed belts of small size and it outlasted any other of its nature. The joint becomes practically as strong as the belt itself. (G) is underside, (H), top side. Fig. 5, shows what has been termed the bridge lacing style. This is recommended for large belts of great width and becomes locking to its strands insuring nothing but a breaking to pull same apart.

(I) underside, (J), top. Fig. 6, shows satisfactory style for canvas belting of large size and pulleys. Same holds belt ends well in line and has back reaching strands to re-inforce the end holes which is best in canvas.

(K), underside, (L), top. Fig. 7, shows another well braced

(Continued on page 32)



Fig. 1.

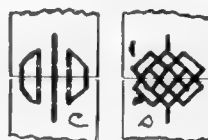


Fig. 2.

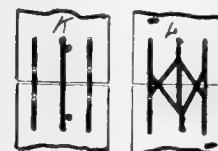


Fig. 6.



Fig. 3.

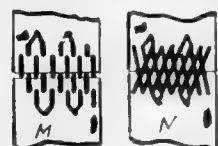


Fig. 7.

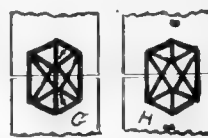


Fig. 4.



Fig. 8.

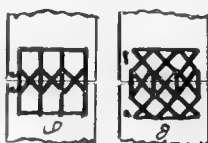


Fig. 5.



Fig. 8 1/2.

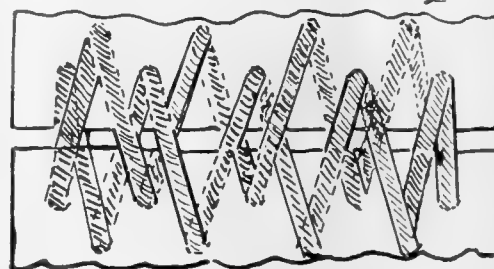


Fig. 9.

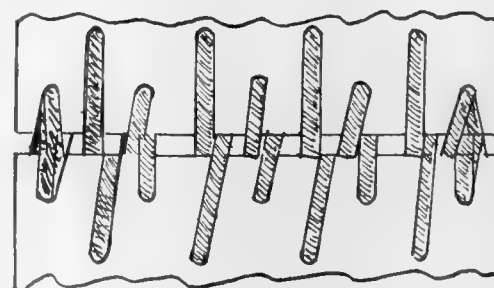


Fig. 10.

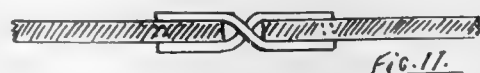


Fig. 11.



Fig. 12.



•VERSATILITY•

The Keynote to Operating Efficiency

Versatility of manufacturing requires a complete assortment of manufacturing facilities and a supply of varied raw materials, all of high character. Our long successful record has been developed on a plan which aimed at an organization which could fill any and all requirements for high grade hardwood materials. That versatile organization maintains contact with a tremendous supply of splendid timber and incorporates four band mills and three veneer mills, each designed for the manufacture of a specific product. The result is the best obtainable in quartered and plain white oak lumber, sawed quartered oak veneers, walnut lumber and sliced and rotary cut walnut veneers, rotary cut yellow poplar crossbanding and a general line of high-grade hardwoods—an offering and a service that warrants your inquiries.

WOOD-MOSAIC COMPANY

Chicago Representative
GEO. W. STONEMAN & CO.
845 Erie St.

INCORPORATED
Louisville, Kentucky

Grand Rapids Representative
HECTOR ROBERTSON
232 Lyon St., N. W.

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

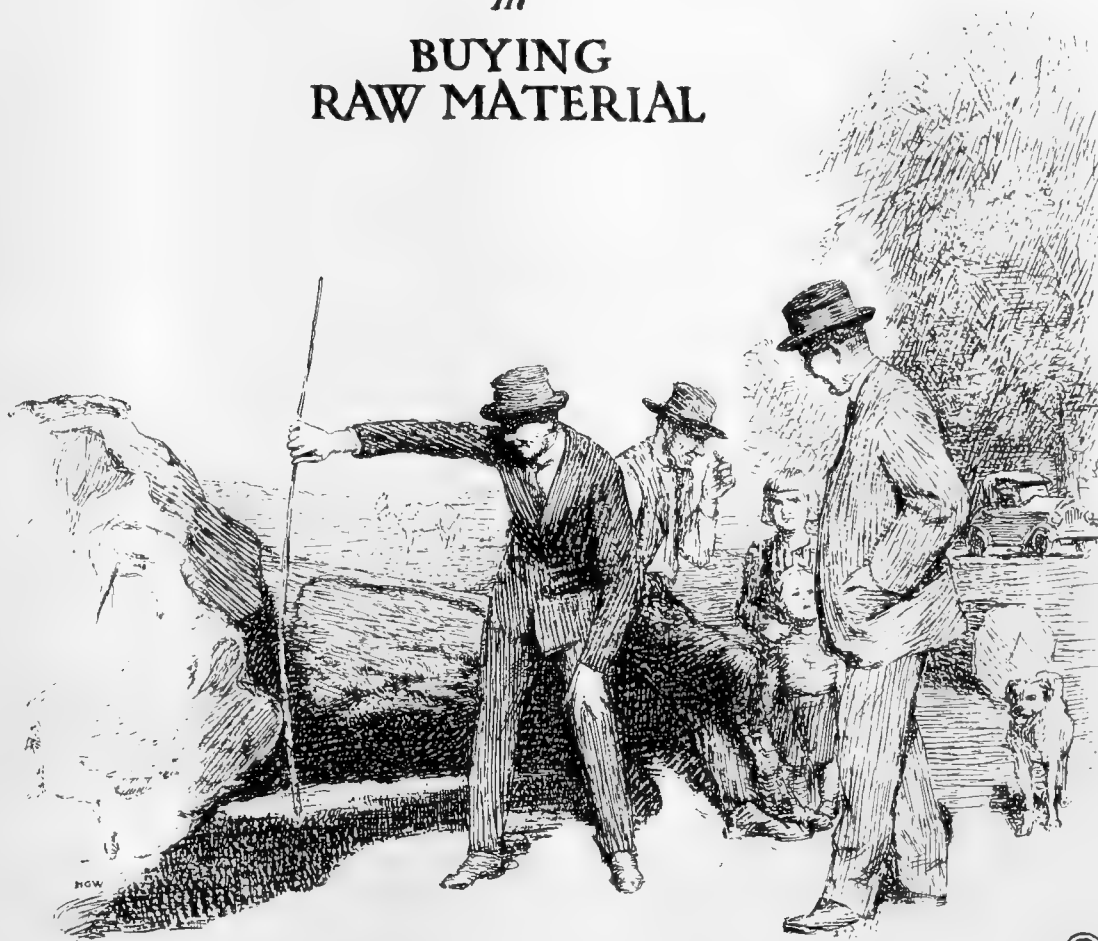
LANGTON
LUMBER CO.
PEKIN, ILLINOIS



CAPABILITY

in

BUYING RAW MATERIAL



Our logs are selected solely for veneer purposes.
WALNUT BUTTS • LONG WALNUT • MAHOGANY •
BURLS • OAK • POPLAR ETC. "RIGHT VENEERS AT RIGHT PRICES"



THE WILLIAMSON VENEER CO

MILLS—BALTIMORE, MD.,  SALES BRANCHES AS FOLLOWS:

NEW YORK—709 ^{SIXTH} AVE. • HIGH POINT • JAMESTOWN • 28 ^{E. JACKSON} BOULEVARD CHICAGO

(Continued from page 36)

existence for a number of years, the industry is really just getting on its feet, and beginning to realize the large field ahead by the proper application and adaptation of plywood to not only furniture, musical instruments and interior trim, but to a wide variety of new uses in the course of development, such as waterproof plywood for airplanes, marine construction, automobiles, seating, shoe soles and heels and the more beautiful grades of figured wood for office partitions, ceilings, and the wide variety of interior equipment uses where the display of artistic American grown woods will prove a great improvement over the plainer plywoods, fiber, plaster and wall boards used at present.

"Third: From the present German offer (photographic copy of which is attached as Exhibit B), we have chosen two typical thicknesses—one in five-ply with lumber center, and one in three-ply with veneer center (of which we are inclosing small sample) showing an average type of construction, as Exhibit C and D. We have chosen oak because it is mentioned in the German quotation, and is a standard American grown wood, used in all parts of this country. The comparison of American cost with German offers of sale follows:

3/4" Q. S. O. Face, Reject Oak back 5-ply	
Standard P. M. A. Costs per sq. ft.	\$5.36
Nearest German Equivalent:	
Thickness 20 mm—.7874"	
Cost, marks @ \$.016 per sq. ft.	\$.244
marks @ \$.238 (par)	3.63
1/4" Q. S. O. Face, Reject Oak back 3-ply	
Standard P. M. A. Costs per sq. ft.	.382
Nearest German Equivalent:	
Thickness 6 mm—.2362"	
Cost, marks @ \$.16 per sq. ft.	.141
marks @ \$.238 (par)	4.09

"Fourth: The existence of the above low quotations from a German source, and similar quotations which have been received by half a dozen other plywood manufacturers, will tend to bring about the following difficulties in American factories:

"(a) To encourage competing quotations on a basis below average and practicable cost of American manufacture.

"(b) To force the construction of an inferior grade of material to meet this competition.

"(c) The reduction of American wages to an unreasonable point in the attempt to make goods in competition with the German underpaid labor.

"The prices extended as standard American prices are the last official tabulation of costs by the Plywood Manufacturers' Association at their September conference in Buffalo. While there has seemingly been some decline from these prices, it has not been confirmed by formal action, nor have there been such substantial reductions in the cost of either labor, material or overhead, as to justify some lower quotations that are now current.

"Fifth: With regard to the duty that should be levied, would state that the Payne-Aldrich tariff of 1909 (repealed in 1913), with a 35 per cent ad valorem duty on 'cabinet furniture, *** partly made' was effective in protecting the plywood industry from damaging importation. Still it is not certain that at the present time, with the German situation as it exists, the same figure would be effective. It was suggested by our members when assembled at Cincinnati on February 9, that this duty might advantageously be 50 per cent. Only by such protection can the plywood industry continue to grow, to perfect its product for artistic and architectural uses, and employ an increasing number of workmen at living wages.

"If any further detailed information, or another conference with Mr. Thwing is desired, please command us.

"Yours respectfully,

"PLYWOOD MANUFACTURERS' ASSOCIATION.

"(Signed) Thomas D. Perry."

The members decided to hold their next meeting in Chicago in June.

Johnson Buys Diamond Veneer Stock

Grafton Johnson, of Greenwood, Ind., has purchased the interests of Martin A. Cutsinger and the late John Thompson in the Diamond Veneer & Lumber Co. at Shelbyville, Ind. By reason of the purchase Mr. Johnson becomes probably the largest individual veneer manufacturer in Indiana and one of the largest in the country. He owns factories at Franklin, Roachdale and Edinburg, all in Indiana, and has ten saw mills throughout southern Indiana and Illinois. The Shelbyville plant was valued at approximately \$225,000 when it was constructed, but this value is much greater now. It is planned to make additions to the present plant. Homer Cutsinger, who has been manager of the plant since its construction, left recently for Florida and nothing was made public concerning the future management of the plant. Before acquiring sole ownership, Mr. Johnson was a half owner of the stock of the company. He is optimistic about the future prospect for a general business revival, and, although he does not expect to see a sudden return to national prosperity, he believes there will be a big demand for veneer products when the long predicted rising tide sets in.

Announcement has been made by the Udell Works of Indianapolis, manufacturers of furniture, that because of recent orders the plant has started working full time. This is the first time for months that the plant has been able to do this. Tom Griffith, sales manager of the company, recently returned from a trip through the east with a bunch of orders.

New Indiana Furniture Concern

The Indiana Cash Drawer Company of Shelbyville, Ind., has just been organized for the purpose of manufacturing an especially patented cash drawer, which is a new product and is to be used in connection with a special design of desk for adding machines. They will also manufacture office and store furniture. Carl Tindall, who is connected with the Tindall-Wagner Manufacturing Company and the Tindall-Gehrling Company, both furniture companies, is interested in this new venture. Dr. Charles A. Tindall, of Shelbyville, and Dr. Paul R. Tindall, of Greensburgh, Ind., are also in the company. The manufacture of the new product will be done at the two plants in which Carl A. Tindall is interested for the present time at least.

The name of the Syracuse Table Company of Syracuse, Ind., has been changed to Syracuse Cabinet Company.

Sawdust, which had been stacked near the Terre Haute (Ind.) Casket Company, Ninth and Spruce streets, caught fire recently and burned several minutes before being discovered. Fire companies were called to check the blaze. It is believed that the fire was started by sparks from a passing locomotive. There was little damage.

Papers have been filed with the secretary of state by the Phoenix Furniture Company of Indianapolis, Ind., showing a capitalization of \$10,000. The company will engage in the manufacturing business. Directors of the concern are: I. Bernard Landman, Victoria Landman and Harold S. Foye.

Chair Making Picks Up

The chair business apparently is getting active, as shown in connection with articles filed in Frankfort, Ky., last week. The Elkhorn Table & Chair Company, Praise, Ky., capital \$10,000, was chartered by G. D. Johnson and others. The capital of the Green River Chair Company, Livermore, was increased from \$100,000 to \$150,000. The Livermore Chair Company, increased from \$20,000 to \$75,000. The Murphy Chair Company, Owensboro, which has been operated as a firm, became a corporation, listing a capital of \$300,000, and naming M. J. Murphy, J. F. Murphy and B. R. Smith as charter parties.

ESTABLISHED 1897



Reg. U. S.

Pat. #

INCORPORATED 1904

HOFFMAN BROS. Co.

veneers

HARDWOOD LUMBER

INQUIRIES FOR ALL STOCKS SHOULD BE SENT TO THE GENERAL OFFICES AT
800 W. Main St., FORT WAYNE, IND.

△ △ △

OUR MANUFACTURING FACILITIES

Rotary Cut Veneer, at Burnside, Kentucky
Sawed Veneer, at Fort Wayne, Indiana
Band Sawed Lumber, at Ft. Wayne and Kendallville, Ind.

△ △ △

STOCKS READY TO SHIP

ROTARY CUT VENEER

1/8"	Gum.....	Sheet Stock	} <i>In carloads or less than car- load shipments</i>
1/8"	Yellow Poplar.....	Sheet Stock	
1/16"	Yellow Poplar.....	Sheet Stock	
1/8"	Yellow Pine.....	Sheet Stock	
1/20"	Red Oak.....	Sheet Stock	
1/8"	Red Oak.....	Sheet Stock	
5/64"	Basswood.....	Battery Stock	

SAWED VENEERS—1/20" Qtd. White Oak

Other thicknesses and woods on order—ample facilities.

BAND SAWED LUMBER

3/8", 1/2", 5/8", 4/4" Qtd. White Oak, Common and Better *dry* and ready to ship.

3/8", 1/2", 5/8", 4/4" American Walnut, Common and Better, *dry* and ready to ship.

*Also Plain Red Oak, Ash, Beech, Hard Maple, Poplar, Elm, and
other Northern Hardwoods*

American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.
10th and Murphy Streets Des Moines, Iowa

Million Dollar Publicity Drive Begins

Furniture Manufacturers and Distributors Form Bureau to Raise Funds and Direct Three-Year Campaign

The raising of not less than \$1,000,000 to finance a three-year plan of national publicity, was undertaken by "The Furniture Publicity Bureau," an organization that was perfected by members of the National Council of Furniture Manufacturers and the National Association of Retail Furniture Dealers at a joint meeting in the Drake Hotel on Michigan avenue, Chicago, April 12.

Subscriptions to this sum will be sought from retailers as well as manufacturers. The money so raised will be expended, according to the by-laws of the newly organized bureau, to "emphasize the essentialness of furniture." But the organizers specify that no money shall be spent on general publicity until a minimum of a million has been subscribed.

The organization of this bureau is regarded as one of the most important events that has taken place within the furniture industry in many years. It is believed to mark a distinct advance in the merchandising wisdom of the manufacturers and distributors of furniture. The promoters of the movement view the field for increasing demand and developing better taste in furniture as practically unlimited. One furniture manufacturer, Adolph Karpen of S. Karpen & Bros., Chicago, expressed the opinion that the three-year campaign would double and perhaps even treble the sales of furniture, while the agreement was almost unanimous that an enormous increase in the demand for good quality furniture was certain to result. The gross sales of furniture manufacturers last year are estimated at \$250,000,000.

The basic idea of the campaign is to turn the minds of the Amer-

ican people back to the importance of their homes, point out to them that they spend most of their lives in their homes, that the home is the chief thing in civilized life and that it should by all means be furnished in some degree of comfort and beauty. They hope through their advertising data, which will be distributed to the people through magazines, newspapers and in many other ways, to educate the public to an understanding of what real comfort and beauty in home furnishings are.

The bureau was organized following a report on the advisability of the proposed campaign made by the temporary furniture publicity bureau, an organization made up of equal numbers of retailers and manufacturers. W. B. Baker, the secretary of the bureau, presented the report.

P. E. Kroehler, of the Kroehler Manufacturing Company, Naperville, Ill., was elected president of the permanent bureau. John Young, Young Furniture Company, Cleveland, O., was made vice-president; W. B. Baker, Chicago, secretary; C. S. Dexter, Grand Rapids Chair Company, Grand Rapids, Mich., treasurer.

A further group of executives, three manufacturers and three retailers, called the executive committee, was selected. The members of this committee were elected for 1, 2 and 3 years, respectively. They follow:

Manufacturers—E. G. Simmons, Simmons Bed Company, 3 years; W. J. Wallace, Berkey & Gay Furniture Co., Grand Rapids, Mich., 2 years; Ralph Taylor, Jamestown Table Company, Jamestown, N. Y., 1 year. Retailers—M. Hubbard, Cleveland, O., 3

(Continued on page 48)



American Walnut Properly Manufactured

*OUR KANSAS CITY MILL
PICTURED ABOVE IS CON-
CEDED TO BE A MODEL
PLANT FOR THE MANU-
FACTURE OF WALNUT.*

Correct manufacture depends, to a great extent, on manufacturing facilities. Our equipment throughout is selected and designed to enable us to furnish a superior product to the trade. Careful selection of logs, a modern and efficient plant, backed by years of experience and careful attention to each detail of production, all are reflected in the high quality of our lumber. Prompt shipment of any grade or thickness. Guaranteed inspection.

FRANK PURCELL WALNUT LUMBER CO.
MILLS, FACTORY AND OFFICES **KANSAS CITY, KANSAS**



A Beautiful Product From Good Raw Material

THE factory executive will realize the value of long experience in one line. Exclusive walnut manufacturers for many years, we have the call on men experienced in the art. Also, we have the call on the best of raw material.

Our contact with the factories is through men who know customers' needs and how our goods will best fit. Pickrel Walnut veneers add value. Five million to seven million feet always on hand.

PICKREL VENEER CO.

INCORPORATED

NEW ALBANY, INDIANA

AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY—OUR WATCH WORDS—SERVICE

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

(Continued from page 44)

years; John Thompson, Chicago, 2 years; Martin Lammert, St. Louis, 1 year.

The by-laws of the bureau also call for an advisory committee of 150, one-half manufacturers and one-half retailers. Fifty-three manufacturers and thirty-eight retailers were appointed to this committee out of the organizers of the bureau and a few who were not present.

The organization meeting was presided over by Ashton P. Derby, president of the National Council of Furniture Manufacturers.

A committee of which Mr. Dexter was chairman formulated the by-laws of the permanent organization.

Indiana Wants Veneer Company's Land

The 181 acres of land owned by the Hoosier Veneer Company, and desired by the state conservation commission of Indiana as an addition to Turkey Run Park in Indianapolis, has been appraised at \$9,733.40, for condemnation purposes. The property was divided into two tracts, one with 51.80 acres and the other with 129.88 acres, the valuation for the smaller tract being \$2,590 or \$50 an acre, and \$7,143.40 or \$55 an acre for the larger tract. One of the appraisers wished to set the value of the land at \$70 an acre and the figures reported are a compromise. The commission wished to only pay \$30 an acre for the land, but under court proceedings, Judge Daniels, of the Parke Circuit Court, has accepted the appraisal and discharged the appraisers. Within ten days a motion for a re-appraisal by other appraisers can be filed by either party, but nothing can be done by the court until that time.

Williamson Puts Man in Kentucky Field

The Williamson Veneer Company, of Baltimore, Md., announces that C. S. Conner, formerly purchasing agent for the Indiana Veneer & Panel Co., and its associated concerns, the Hoosier

Panel Company and the Crescent Panel Company, is now its representative in the vicinity of Louisville, Ky. He will travel out of the company's Chicago branch office.

Walker Will Leave Astoria Company

The many friends of D. W. Walker, sales manager of the Astoria Mahogany Company, Inc., of Long Island City, New York, will no doubt be interested to learn that he has resigned this connection to take effect April 30. Mr. Walker is one of the most experienced hardwood and mahogany men in the country, having had twenty years' experience, during which he had opportunity to build up an unusual acquaintance and acquire a thorough knowledge of the trade's requirements. He was for seven years with the Huddleston-Marsh Mahogany company in Chicago and has been in the sales department of the Astoria Mahogany Company since the consolidation of Huddleston-Marsh, Astoria Veneer Mills & Dock Co. and F. W. Kirch. He has not yet determined on a new connection, but declares that he has no thought of retiring from the industry.

Rotary Men Vote to Support Rate Plea

The commercial Rotary Veneer Department of the American Hardwood Manufacturers' Association, at its quarterly meeting in Memphis at the Hotel Chisca April 19, attended by more than twenty members, decided to bear part of the expense incurred by the plywood manufacturers in the efforts the latter are to make, through the Southern Hardwood Traffic Association, to secure the effectiveness of the previous ruling of the Inter-state Commerce Commission putting veneers on the basis of lumber rates. This is part of the old reclassification fight with which the Southern Hardwood Traffic Association is thoroughly familiar.

100% VALUE LOUISVILLE PLYWOOD 100% VALUE

Using Is Believing

If "Louisville" Plywood was not as good as can be made, we wouldn't be able to make our customers believe in it as they do.

"Made Right" to "Stay Right"

We invite discriminating comparison of detailed specifications of construction.

The scare of high prices has faded away; send us your inquiry to-day.

The Louisville Veneer Mills

Also Manufacturers Veneers in All Figured Woods

Louisville, Kentucky

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Sails for the "Gold Coast"

Oliver M. Wolfe, son of Clarence P. Wolfe, editor of the New Harmony Times, at New Harmony, Ind., and postmaster of that town, has sailed for Africa, where he will buy mahogany logs from the natives of the "dark continent" for the Talge Veneer Company at Indianapolis. He made a trip to Africa for this same company about a year ago, when he purchased a large number of valuable logs. On the second trip he will go to that part of Africa known as the "gold coast." He expects to be gone for a year or so. Mr. Wolfe was in the aviation department of the United States government during the world war.

The Prestonia Manufacturing Company, Louisville, Ky., manufacturers of cabinets, had added forty men, and is installing a lot of new machinery for manufacture of living room and library specialties.

Squirrels Plant American Walnut Groves

Bouncing along the fence rail like a bit of animated thistledown, he manages to convey the impression that he hasn't a serious thought in his head, and few would suspect that the squirrel is the chap who supplied the American Army with the wood for its gunstocks, though he didn't mean to do it, of course. He was looking after his own food supply, saving the resources of summer against the famine of winter, but incidentally he placed a big deposit to man's account in Nature's savings bank.

The Forest Service, United States Department of Agriculture, is authority for the statement that the squirrel, through his habit of burying nuts, has been the most important agent in the reproduction of American walnut groves. The timber from the groves planted years ago by the squirrels satisfied an important need during the war when walnut was used to make gunstocks and airplane propellers. Substitute woods for gunstocks have been tried by many manufacturers, but none has been found that proved as suitable for this purpose as black walnut.

The fence-rail forester seems to have the needs of American walnut in his mind when he goes about his work. As a sapling this species can not endure much shade; if it is to survive it must be planted in rich soil where the sunlight will fall upon it. The squirrel has set out whole groves by burying nuts in the open areas at the forest edges, and also many single trees by planting in the fence corners. Why he buries the nuts is evident enough, but why he leaves some of them to sprout and grow is not so clear. It may be that an unusually severe winter—or a hunter or an owl or something else—kills the little banker before he has time to draw out his savings. An early spring may make him independent of his storage plant. Or it may be that he has an absent-minded streak in his graceful make-up and just forgets where he puts a thing. Whatever the cause, humanity profits from the results.

In Bulletin 933, a professional paper by the Forest Service, the growth and management of black walnut timber is discussed. In reviewing the present supply of this valuable wood the specialists estimate roughly that there are 821,000,000 feet of walnut timber in this country. This figure is approximate only, and it is well to remember that only 50 per cent of it is available to commerce. The remaining 50 per cent is growing in inaccessible spots, or is held by owners who refuse to sell.

American walnut is valuable, it is easy to secure a stand, and it makes a fairly rapid growth. There is always a demand for it and, in war time, an exceptional demand at high prices. Under these circumstances it would seem that large commercial groves would be the common thing, but the fact that this tree requires the use of good agricultural soil handicaps commercial production. Before the war the annual cut of black walnut ran between 40 and 50 million feet a year, but the inroads made upon the groves during the hostilities have considerably reduced the supply now available.

Careful management of the existing groves and the establishment of new ones wherever economic conditions will permit will be necessary measures if the needs of the future are to be met.

American walnut has exceptional qualities when planted as an ornamental tree. With the exception of a tent caterpillar, its foliage appears to nearly free from insect pests that damage the beauty of other shade trees. It also furnishes a nut which is of edible and commercial value.

The Wiggington Desk Manufacturing Company, formerly of West Virginia, has located offices in the Starks building, Louisville, Ky., and plans to purchase certain buildings at Camp Taylor, when the sale of property there starts next week, with the idea of putting in a big woodworking plant.

The following is said of American walnut logs by Farnsworth & Jardine's of Liverpool in their quarterly circular, issued April 1: "American logs—The light arrivals were sold privately. Lumber—Only occasionally inquired for."

"Finest"
1903-1921

Quality is based on uniformly scientific construction in all details.

Quantity—Our plant is recognized as one of the biggest of its kind in the country.

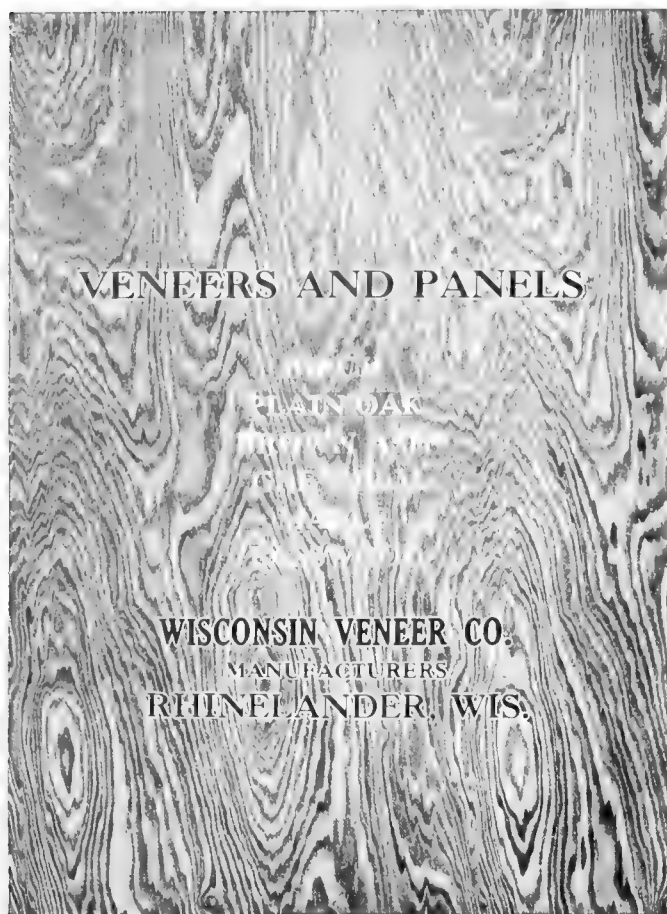
Service—We are fully equipped to make *anything* anybody may require in plywood.

Experience—Our firm is one of the oldest in the business and our help has many years' careful training.

HANSON-WARD VENEER CO.
BAY CITY, MICH.

PANELS, TOPS AND OTHER PLYWOOD

in walnut, mahogany, plain and quartered oak, birch, maple, red gum, elm, yellow pine and basswood.



(Continued from page 38)

style which can be used to advantage in any size or speed of belting, pulleys, etc.

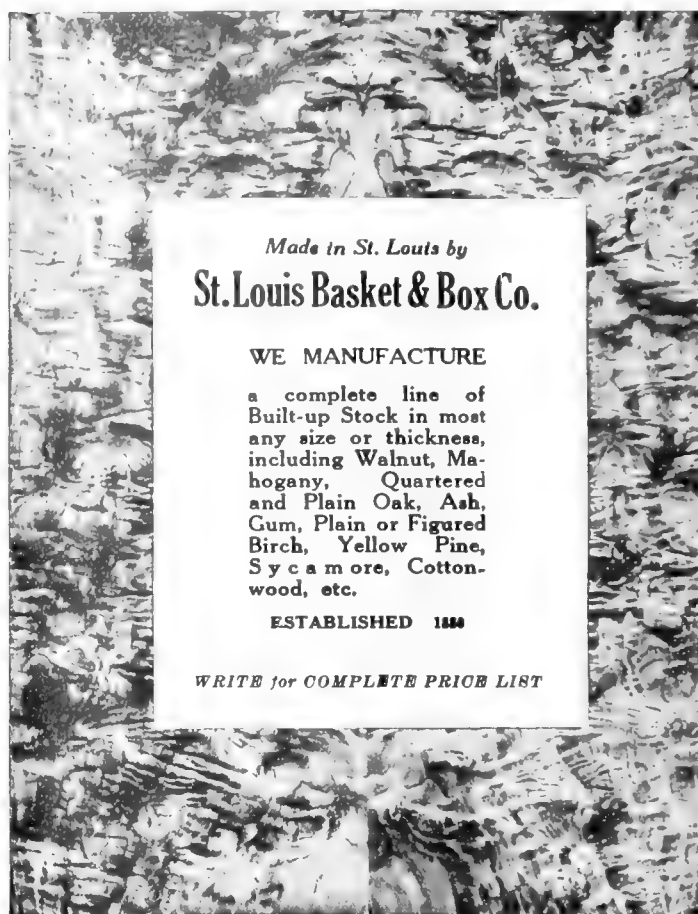
While it requires a great amount of lacing, it pays its way once in. (M), underside, (N) top. Fig. 8, style is well used on small 2" width belts such as governor belts, lathe belts, etc. It has great endurance. (O)—underside, (P), top side. Note these strands should be very small 3/16".

Fig. 8 1/2, shows still another style outlined by a friend of the writer as possessing merit as given trial by him on large belts. However, the writer having no experience with same—is not able to comment on it. Let it be said—belt lacing is a science and real practice only can familiarize the mechanic with the various ways and means of inserting the strands of lacing. However, any mechanic with imagination can readily observe the two views of the sketches and with the materials work out the styles set forth in the belts by comparing same with the sketches as the work proceeds.

Fig. 9, shows what the writer terms the "king of all quick lacings in the style of "straight lacing" for pulleys of large diameter. This requires no excess of lacing, is quickly inserted, well braced and will fill the average needs of lacing about any plant. Fig. 10—shows another favorite style which is old to mechanics but has never been discarded for the new styles in fast speeded belts or pulleys of small diameter. This is shown laced single strands for clearness, but may be made double, as shown, which will make it fit for any hard pull.

To make this grand lacing more plainly seen in operation, note Fig. (11), sketch—showing an edge view of Fig. 10 sketch. It will be seen that the top strand passes to the lower side of belt, also when this joint is rounding a small pulley or large, the same strain is placed on the bottom strands of lacing as is on the top and when belt is made straight—the same strain takes place, owing to the hinge effect produced.

Fig. 12, shows just why the many stamp sketches of straight-lace



styles shown above do not serve as well as the "Hinge" style on rounding sharp curves as with small pulleys of limited diameter. Note in doing this, the top strands become taut while the underside becomes slack. With the large diameter pulleys this will work very satisfactory owing to the absence of the sharp curves encountered. There is a lacing style suitable for any mechanic's needs shown in this chart, if he would be progressive and have a method for each condition encountered about the plant, he will do well to preserve this issue for future consultation.

The Prospect Cabinet Company of Cleveland has been chartered with a capital of \$10,000, to manufacture furniture and wood products of all kinds. The incorporators are Sidney E. Ebaner, Edwin H. Klein, Jacob Mandel, D. Rontat and Rose Gottfreid.

Work was resumed a few days ago at the plant of the Stout Furniture Company, at Brazil, Ind., also the plant of the Brazil Wood Products Company. The resumption of these two plants gave employment to 300 people. A number of the other plants at Brazil are planning to resume activity, it is announced.

The woodwork in the lobby and corridors of the new Hotel Sonntag at Evansville, Ind., now in the course of erection, will be finished in mahogany, it has been announced. The hotel will have in connection a theatre that will have a seating capacity of 2,200, it being the largest theatre in the city of Evansville. Construction work on the hotel and theatre started last fall and will be completed about the first of May at a cost of more than \$700,000. This is the largest piece of construction work now going on in Evansville. The building is being erected at the corner of Main and Sixth streets and is expected to greatly add to the appearance of that neighborhood.



The Lightning Veneer Calculator

Will Pay for Itself in a Day

Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

ORDER A COPY NOW

and eliminate the unnecessary, complicated and cumbersome work of calculating veneers.

AMERICAN LUMBERMAN
431 South Dearborn Street CHICAGO

PRICE
\$5.00
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SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Hi-Grade Plywood and Veneer

Best Raw Material + First-Class Workmanship × Up-to-Date Equipment = **QUALITY STOCK**

of which we at all times assure you when placing orders with us. Further—The feature of an immense amount of stock size panels always on hand permits of quick shipments.

PANELS MADE TO YOUR DIMENSIONS

WRITE FOR PRICE-LIST

GEO. L. WAETJEN & CO.

110-120 REED STREET

MILWAUKEE

WISCONSIN

“CASCO”

WATERPROOF GLUE

MIXED COLD—USED COLD

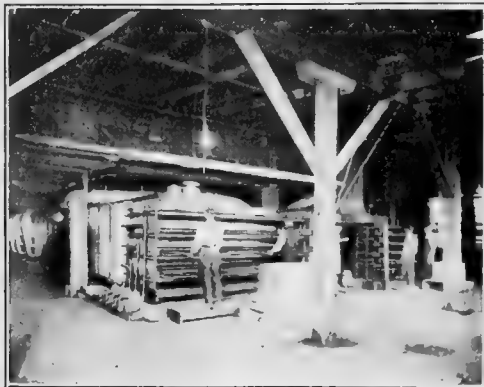
Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of “CASCO” for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for “CASCO” Red Book. It contains much information on glue, veneer and panels.



Two Coe Roller Veneer Dryers

in the plant of the Pearl City Veneer Company at Jamestown, New York.

The excellent quality of the panels produced in this plant speaks well for these dryers and their other Coe Machinery.

It is noted for:—*Its satisfactory service; Its labor saving; The high quality of its product.*

THE COE MANUFACTURING COMPANY

PAINESVILLE, OHIO, U. S. A.

We build all the machinery for a Veneer Mill

*In readjusting prices
don't overlook quality.*

*With our large capacity
we can meet prices.*

*With our long experience
we maintain quality.*

EVANSVILLE LINE ———

Quartered Oak

Sliced Walnut

Figured Red Gum

Plain White Oak

Rotary Cut Gum

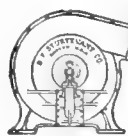
THE
Evansville Veneer Co.

MANUFACTURERS OF

VENEERS.

EVANSVILLE, IND.

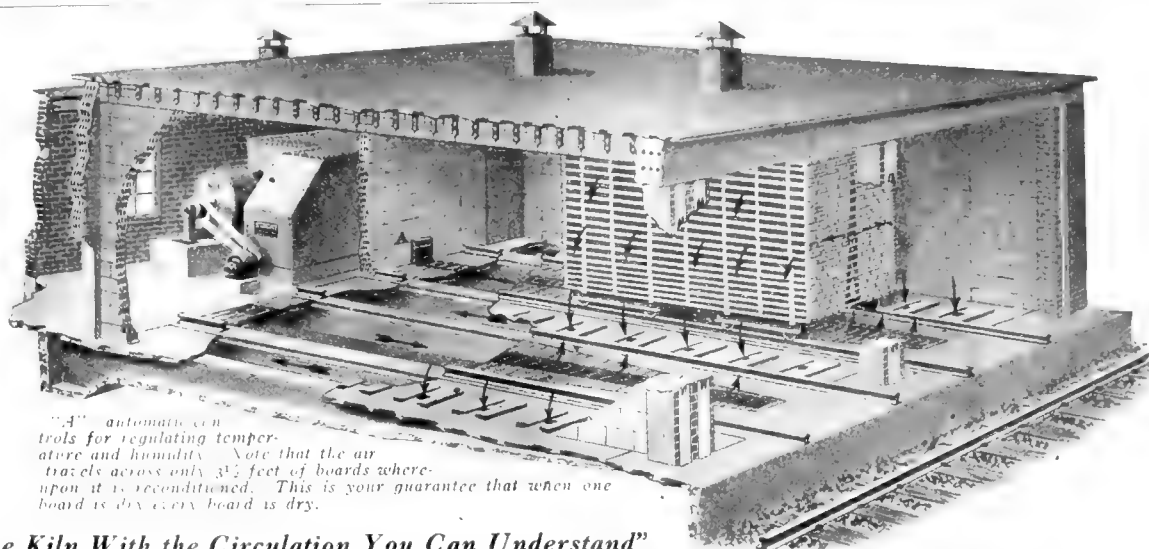




Sturtevant

PUTS AIR TO WORK

HIGH HUMIDITY DRY KILN



"A" automatic controls for regulating temperature and humidity. Note that the air travels across only 3½ feet of boards whereupon it is reconditioned. This is your guarantee that when one board is dry every board is dry.

"The Kiln With the Circulation You Can Understand"

B. F. STURTEVANT CO., Hyde Park, Boston, Mass.

ATLANTA, GA.

BOSTON, MASS.

CHICAGO, ILL.

NEW YORK, N. Y.

PHILADELPHIA, PA.

ROCHESTER, N. Y.

SEATTLE, WASH.

SAN FRANCISCO, CALIF.

National Wholesale Committees

John W. McClure, Memphis, Tenn., President of the National Wholesale Lumber Dealers Association announces the Executive Committee to serve for the ensuing year as follows:

J. W. McClure, Bellgrade Lumber Co., Memphis, Tenn., President.

W. H. Schuette, Wm. Schuette & Co., Inc., Pittsburgh, Pa.

H. W. McDonough, Cypress Lumber Co., Boston, Mass.

H. F. Taylor, Taylor & Crate, Buffalo, N. Y.

Dan McLachlin, McLachlin Bros., Arnprior, Ontario.

The other committee appointments are not yet completed, but President McClure has selected the following Chairmen to serve on the more important committees:

A. L. Stone, Cleveland, O., Board of Managers of Bureau of Information;
A. E. Lane, New York City, Audit and Finance; B. C. Currie, Philadelphia, Pa., Railroad and Transportation; J. B. Montgomery, Pittsburgh, Pa., Arbitration; F. S. Underhill, Philadelphia, Pa., Terms of Sale and Trade Ethics; C. V. McCreight, Pittsburgh, Pa., Legislation; M. E. Preisch, North Tonawanda, N. Y., Workmen's Compensation; F. R. Gilbert, New York City, Ocean Marine; A. H. Hempstead, Saginaw, Michigan, Lake Marine; O. E. Yeager, Buffalo, N. Y., Trade Relations; J. R. Williams, Jr., Philadelphia, Pa., Forestry; F. L. Brown, Chicago, Ill., General Chairman, Membership Committee.

Bowen Transferred to Memphis

A. C. Bowen, secretary of the Southwestern Hardwood Manufacturers' Club, district manager of the Southern Hardwood Traffic Association and vice-president of the American Overseas Forwarding Company, with offices in the Whitney-Central Bank building, New Orleans, has been called to Memphis, Tenn., to take over temporarily the assistant secretaryship of the hardwood traffic association. He will return to New Orleans as soon as the health of Assistant Secretary C. A. New of the traffic organization permits him to resume active duties. Meanwhile Mr. Bowen will keep in close touch with his club, association and shipping business in New Orleans, making regular visits here, including one for the regular monthly meetings of the hardwood club on the second Thursday of every month.

National Hardwood Executives Meet

"The pre-convention meeting of the Inspection Rules Committee of this association was held March 31-April 1 and our Executive Committee held its regular spring meeting on April 1," states the Official Bulletin of the National Hardwood Lumber Association.

"Of the Rules Committee the following members were present: John W. McClure, chairman; J. L. Benas, Jos. H. Dion, E. B. Ford, Harry C. Fowler, M. J. Fox, C. H. Kramer, H. W. McDonough, O. H. Krebs, Chas.

N. Perrin, Frank Purcell, W. T. Roberts, L. L. Shertzer and Daniel Wertz.

"In compliance with requests from the Associated Wood-Using Industries they were invited to send representatives to the meeting of our Rules Committee for the purpose of conferring on points of mutual interest as pertaining to National rules. In response to this invitation there was present a special committee from the National Council of Furniture Associations, composed of J. A. Conrey, chairman; W. A. Thomas and J. J. Gruender. Also a committee representing the Wood Conservation Section of the Farm Wagon Department of the National Implement and Vehicle Association, composed of H. H. Williams, chairman; F. H. Guessing, J. Kittredge and F. A. Jones. There is every indication that the results of these conferences were entirely satisfactory to all concerned.

"Our committee duly formulated its recommendations covering proposed changes and additions to the National rules and which recommendations will be brought before the June convention for final action thereon. These recommendations are not yet ready for publication, but an official copy of them will be placed in the hands of every member of this association on or before May 9, in accordance with Section 2, Article 9 of our by-laws, which stipulates that such a copy be submitted to the entire membership not less than thirty days prior to the annual meeting. From the character of these recommendations it is certain that they will contribute materially to the interest and zest of the meeting.

"All of the members of the Executive Committee were present at its meeting and considerable important work was transacted. Its review of the course of the association's affairs since the last sitting of the board of managers, December 16, showed that notwithstanding concurrent trade conditions a very appreciable measure of progress has been made, and that the outlook for a continuation of this progress is entirely favorable. Fifty-nine applications for membership received since December 16 were passed upon and accepted bringing the total number of new members admitted during the traversed ten months of the present association year up to 245. Membership losses from all causes during the same period have never reached above a normal moderate percentage.

"While the activities of our Inspection Department have latterly fallen below their record for the corresponding months of last year, the machinery of the Inspection Service has been readjusted to the reduced possibilities of its field and kept busy accordingly.

"The finances of the association were shown to have been well conserved, and as regulated so as to conform to the best possible advantage with the existing financial situation at large.

"On the whole, it is now assured that this association will be able to close its twenty-fourth fiscal year two months hence with a showing worthy of the best years of its history and which, everything considered, must be recognized as an achievement at once notable and exceptional."

Appalachian Loggers Have Important Program

Much valuable information on logging methods in the Appalachian region as well as on such topics as cooperation, safety, traffic, wood conservation, labor cost accounting and mill operation, is promised by the program of the spring meeting of the Appalachian Logging Congress, which takes place in Cincinnati, O., April 28 to 30 inclusive. Copies of the program were recently sent to members of the organization by T. Sunderland, secretary and treasurer.

The Congress will be held at the Sinton Hotel and its deliberations will be opened by John Galvin, Mayor of Cincinnati, with an address of welcome. Addresses of welcome will also be delivered by Newell H. Hargrave, president of the Cincinnati Lumbermen's Club, and James A. Reilly, president of the Chamber of Commerce of the same city. George N. Delaney of the D. D. D. Lumber Company, Williamsburg, Ky., will respond in behalf of the loggers.

Following these exchanges of felicitations F. G. Norcross, president of the congress, will deliver his semi-annual address.

The program in its more important parts follows:

THURSDAY, APRIL 28 - MORNING

Address—"Co-Operation," Landon C. Bell, W. M. Ritter Lumber Co., Columbus, Ohio.

Address—"Safety in Mills and Woods," illustrated with motion pictures and slides, J. J. Adderly, Integrity Mutual Casualty Co., Chicago, Ill.

Address—"Traffic Problems of Today," J. H. Townshend, Southern Hardwood Traffic Association.

Address—"Utilization of Waste of Hardwood Lumber," L. W. Gibbons, H. J. Baker & Brothers Company, New York City.

Address—"Fire Prevention and Insurance Problems," Frank Burns, Lea Blakemore, Inc., Chicago, Ill.

FRIDAY, APRIL 29 - MORNING 9 O'CLOCK

Address—"Over-Head Cable-way Skidder Logging," E. A. Gaskill, Suncrest Lumber Company, and Parsons Pulp & Lumber Co., Sunburst, N. C. (Discussion of Mr. Gaskill's address.)

Address—"Logging With Log-Slide Method in Combination With Ground Skidder," F. B. Duane, Western Carolina Lumber Co., Burnsville, N. C. (Discussion of Mr. Duane's address.)

Address—"Incline Logging," C. S. Badgett, Champion Fibre Co., Canton, N. C. (Discussion of Mr. Badgett's address.)

Address—"Industrial Suggestions," Alex W. Dodge, Lidgerwood Mfg. Co., New York City.

AFTERNOON—1:30 O'CLOCK

Address—"Use of Caterpillar Steam Shovel in Logging Railroad Construction," "Portable Camp Housing," C. L. Babcock, Babcock Lumber & Land Co., Maryville, Tenn. (Discussion of Mr. Babcock's address.)

Address—"Labor," John Raine, Meadow River Lumber Co., Rainsville, W. Va. (Discussion of Mr. Raine's address.)

Address—"Horses," John F. Shea, Shea Bros., Knoxville, Tenn. (Discussion of Mr. Shea's address.)

Address—"Track Laying Machinery," J. J. Lumm, Clyde Iron Works Duluth, Minn.

5:00 to 7:30 "Round Table Talks."

EVENING 8:00 O'CLOCK

Banquet and vaudeville.

Toastmaster—Miles Byrns, Cumberland Valley Lumber Co., Cincinnati, Ohio.

SATURDAY, APRIL 30, 1921—MORNING—9 O'CLOCK

Address—"Getting Accurate Costs," L. D. Gasteiger, Pittsburg Lumber Co., Braemar, Tenn. (Discussion of Mr. Gasteiger's address.)

Address—"Timber Resources in Panama," Leslie Brooks, Bryson City, N. C. (Discussion of Mr. Brooks' address.)

Address—"Portable Mill Operations," Andrew Gennett, Gennett Lumber Co., Asheville, N. C. (Discussion of Mr. Gennett's address.)

The evening of April 28 will be "Machinery Men's Night" and representatives of the leading manufacturers of logging machinery will show moving pictures of their machines in operation.

Philadelphia Golf Tourney

The sixteenth annual tournament of the Lumber Trade Golf Association will be held on the course of the Shawnee Country Club, near Philadelphia, June 7 and 8.

The qualifying round will be held Monday afternoon, June 6, first and second rounds of match play Tuesday, June 7, the annual meeting and dinner Tuesday evening, June 7, and the finals in all divisions Wednesday morning, June 8.

It has been the custom in the past to hold the tournament proper on Tuesday and Wednesday, the change this year being made in order that the tournament committee may have more time in which to make the pairings after the qualifying round, and also to enable those wishing to attend the National Hardwood Lumber Association convention to reach Philadelphia, Wednesday evening, June 8.

The above announcement was made by J. E. Troth, secretary.

The tournament will be an important adjunct to the social features of the N. H. L. convention.

The headquarters of the Shawnee Country Club is Buckwood Inn. The post office is Shawnee-on-Delaware, Pa., and the railroad station is Water Gap, Pa., which is to be reached by the D. L. & W. from New York and Buffalo and via the P. R. R. from Philadelphia.

Cincinnati District Strongly Organized

The staff directing and performing the activities of the Cincinnati district office of the Southern Hardwood Traffic Association is now very strongly organized and of exceptional character as to personnel. S. W. Richey of the Richey, Halsted & Quick Company, is vice-president in charge of the Cincinnati district and is ably assisted by J. C. West, J. C. West Lumber Company; Earle Giffen, Fagin & Giffen Lumber Company; Geo. W. Hand, Bayou Land & Lumber Company, and Ed. Robinson, Mowbray & Robinson Company, all of Cincinnati.

In February Theo. Davis, who had had over twelve years' experience in handling lumber adjustments, traffic matters generally, in the Central-Eastern Territory, was appointed district manager. Mr. Davis is recognized as the leading expert in this section, and since his appointment over fifteen firms have joined in the Cincinnati district office. The leaders in the Cincinnati district feel that they will have a membership for that district of over one hundred by the close of the year.



F. G. Norcross, President
Appalachian Logging Congress



Theo. Davis, Manager
Cincinnati Division of S. H. T. A.



S. W. Richey, Vice-President
Cincinnati Division of S. H. T. A.

E. SONDHEIMER COMPANY

MEMPHIS TENNESSEE

Band mills at
BATON ROUGE, LA.; SONDHEIMER, LA.; TALLULAH, LA.

Office and Distributing Yard
MEMPHIS, TENN.

Manufacturers of Southern Hardwoods

Dry Stock, Ready for Shipment. Ask us for prices. We may be able to save you some money.
We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH		QUARTERED TUPELO		10/4" No. 1 Com. & Btr		1" No. 1 Common	
1" to 4" FAS	10 cars	1" FAS	1 car	8/4" Log Run	8 cars	1 1/2" & 1 3/4" No. 1 C. & B.	3 cars
1" No. 1 Common	10 cars	PLAIN TUPELO		3" Log Run	2 cars	2 1/2" & 3" No. 1 C. & B.	4 cars
1 1/2" No. 1 Common	5 cars	1" FAS	10 cars	QTD. FIG. RED GUM		PLAIN RED OAK	
1 3/4" No. 1 Common	5 cars	1" No. 1 Common	2 cars	1" No. 1 Common	1 car	1" FAS	3 cars
2" No. 1 Com. & Btr	8 cars	1" No. 2 Common	5 cars	QUARTERED WHITE OAK		1" No. 1 Common	15 cars
1 1/2" No. 2 Com.	5 cars	1" No. 3 Common	3 cars	5/8" No. 1 Common	1 car	1" Sound Wormy	5 cars
		5/4" No. 2 Common	1 car	1" No. 1 Common	5 cars	1" No. 2 & 3 Common	10 cars
WILLOW		COTTONWOOD		PLAIN RED GUM		5/4" No. 1 Com. & Btr	3 cars
1x13" to 17" Box Bds	1 car	1" FAS	10 cars	5/8" No. 1 Com. & Btr	8 cars	PLAIN WHITE OAK	
1" FAS	10 cars	1" No. 1 Common	15 cars	3/4" No. 1 Com. & Btr	5 cars	5/8" No. 1 Common	1 car
1" No. 1 Common	10 cars	1" No. 2 Common	3 cars	1" FAS	3 cars	5/8" No. 2 Common	1 car
1 1/2" No. 2 Com. & Btr	10 cars	5/4" FAS	5 cars	1" No. 1 Common	8 cars	3/4" No. 1 Common	1 car
1 3/4" No. 2 Com. & Btr	10 cars	5/4" No. 1 & No. 2 Com.	10 cars	1" No. 2 Common	5 cars	1" No. 1 Common	10 cars
2" No. 2 Com. & Btr	10 cars	6/4" FAS	5 cars	5/4" FAS	5 cars	1" No. 2 Common	5 cars
CYPRESS		6/4" No. 1 Common	5 cars	5/4" No. 1 Common	10 cars	PLAIN SAP GUM	
1" FAS	1 car	6/4" No. 2 Common	12 cars	QUARTERED SAP GUM		5/8" No. 1 Com. & Btr	12 cars
1" Select	1 car	BLACK GUM		1" No. 1 Com. & Btr	15 cars	3/4" No. 1 Com. & Btr	5 cars
1x4, 6, 8, 10, 12" No. 1 C	8 cars	1" No. 2 Com. & Btr	1 car	2" No. 1 Com. & Btr	8 cars	4/4" FAS	10 cars
1x4" to 12" No. 2 Common	5 cars	PECAN		2" No. 1 Com. & Btr	2 cars	4/4" No. 1 Common	15 cars
1 1/2" Select & Shop	8 cars	1" Log Run	3 cars	QUARTERED RED OAK		4/4" No. 2 Common	10 cars
2" Pecky	2 cars	6/4" Log Run	5 cars	1" FAS	3 cars	5/4" FAS	10 cars
2x6" No. 1 & No. 2 Com	2 cars	2" Log Run	7 cars	1" No. 1 Common	5 cars	5/4" No. 1 Common	15 cars
2" FAS	2 cars	SOFT ELM		1" No. 2 Common	5 cars	5/4" No. 2 Common	5 cars
10/4" Select & Btr	2 cars	3/4" Crating	8 cars	5/4" No. 1 Com. & Btr	5 cars	MAGNOLIA	
3" Select & Btr	1 car	6/4" Log Run	1 car	QUARTERED RED GUM		1" No. 1 & No. 2	3 cars
4" Select & Btr	1 car			1" FAS	5 cars		

Buffalo Opposes Tariff

The Buffalo Lumber Exchange lately adopted resolutions in opposition to a tariff on lumber and individual concerns have appealed to members of Congress to vote against any bill placing a lumber duty. At the closing session of the Legislature Senator Leonard W. H. Gibbs introduced a resolution to petition Congress against placing a tariff on lumber imported into this country. He declared that a duty on lumber would result in boosting of prices of that commodity in this country. The tariff, he said, would add to the burdens of thousands of farmers and home builders. The introduction of the resolution was commented on by Senator Downing, who said that as a Democrat he was heartily in favor of the measure, which might ultimately lead to Democratic free trade and which means the abandonment of the Republican plan of protection.

Wisconsin Loggers to "Carry On"

The Central Wisconsin Loggers' Association held its regular quarterly meeting on April 14 and 15 at Antigo, more than thirty-five representative logging operators being present. In addition to Langlade county interests, loggers in Rhinelander, Wausau, White Lake, Mattoon, New London, Merrill and a number of other cities were on hand. There was a general discussion of business conditions and prospects. Opinion seemed to be that while some summer logging operations would be carried on, the situation in regard to lumber demand and prices is such that input of logs will generally be unprofitable until conditions change for the better, which probably will be appreciably by early fall, at the time when winter logging usually is undertaken for the season.

With the Trade

Receiver Named for Burnaman

R. E. Masterson of Beaumont has been named receiver for the sawmill properties being operated by J. H. Burnaman in Newton county by W. H. Davidson in the fifty-eighth district court. Application for a receiver was made by the Beaumont Lumber Company, which claims indebtedness in the sum of \$13,432, which it is alleged Mr. Burnaman agreed to pay from profits of the mill. It is stated in the petition that there are 800,000 feet of lumber at the mill and 300,000 feet of logs in the pond.

Kelso Heads New Corporation

The Forest Products Corporation has recently been incorporated under the laws of the state of Illinois, with a paid up capital of \$188,000. This company has succeeded Jones, Coates & Bailey and two other firms, and will operate a retail and wholesale business, with main office, yard and mill at Chicago.

R. M. Kelso, president of the Forest Products Corporation, is forty-two years of age. He began his career in the lumber business with the Chicago Lumbering Company of Michigan at Manistique in 1898. He was for thirteen years with the Edward Hines Lumber Company of Chicago, and for the last five years has been the eastern representative of the International Lumber Company of International Falls, Minn.

A few of Mr. Kelso's close friends, who had advance information on his new venture, predict big success.

Here's wishing him the best of 'em luck.

Secure Government Contract

The Thos. A. Charshee Company, Inc., Stewart building, Lombard and Gay streets, Baltimore, Md., was the lowest bidder on about 75,000 feet of 12 by 12 oak pieces, 16 to 30 feet long, for use of the Aberdeen Proving grounds of the Federal Government near Baltimore, the lumber being obtained from a mill at Marian, Fla., and now being in process of delivery. There are eight cars in all, with some three cars in now.

A new lumber yard has been established at 1113 Stiles street, this city, by I. Fruman, trading as the National Lumber Company. The concern handles all kinds of woods.

Daniel Annan, Sr., Dies

Daniel Annan, secretary-treasurer of the Western Maryland Lumber Company at Cumberland, Md., is mourning the death of his father, Daniel Annan, Sr., who was president of the Second National Bank there and interested in the company. Mr. Annan's mother passed away only a few months ago.

Fire Destroys Mills and Yard

Fire of unknown origin early on the morning of April 8 destroyed the mill work plant, planing mill and lumber yard of Joseph Thomas & Son, at Henrietta and Leadenhall streets, Baltimore, Md., with a loss of about \$75,000, fully covered by insurance. Members of the corporation stated that the establishment would be rebuilt without delay. The company last year celebrated the hundredth anniversary of its existence, the business having remained during all that time in one family, with the present members, William T. Lawton and Joseph T. Lawton, as of the third generation to carry on affairs.

Bruce's Memphis Plant Starts

The L. L. Bruce Company of Memphis and Little Rock has completed its plant for the manufacture of flooring in Memphis and placed this in operation April 21. There are only two units installed, but these will be run. They have a capacity of about one and one-half cars per day. The plant has been built for four units and has sufficient boiler power to operate this many, but the two last units will not be installed for the present. Demand for flooring, according to the management, has shown substantial increase during the past several weeks and is now very good. This company is moving its general offices to Memphis and will have them installed here by the end of next week. E. L. Bruce is president, R. T. Bruce is vice-president and general manager at both Memphis and Little Rock; F. E. Bruce, secretary, is in charge of operations at Memphis, and Arthur Bruce is sales manager for the local plant. When this company begins operating all the flooring plants in Memphis will be running, although not all at capacity.

Lucas Succeeds Jones

The board of directors of the Columbus Ohio Lumber Trade Exchange, at a recent meeting accepted the resignation of W. E. Jones as executive secretary, selecting R. M. Lucas to fill the vacancy. Mr. Lucas is a well known lawyer and has been specializing in association work. Mr. Jones continues as nominal secretary as the constitution of the organization provides that the secretary must be a member. Mr. Jones had been secretary for more than a year and accomplished a great deal towards perfecting the organization in that time. His resignation was caused by his desire to devote more time to the affairs of the company in which he is interested, the E. J. & W. E. Jones Company, at 406 West Spring Street.

Aberdeen Company Moves to Chicago

The general offices of the Aberdeen Lumber Company will be moved from Pittsburgh, Pa., to 1221 Lumber Exchange building, No. 11 South La Salle street, Chicago, and open on April 30. The move to Chicago will be made because of the rapidly growing business of the company, which necessitates the location of the general offices in the most centrally situated distributing point, and also a point nearer sources of supply.

The Aberdeen Lumber Company began operations in Pittsburgh in 1909 on a small scale, but due to its policy of selling only lumber manufactured at its own contract mills and shipping nothing but clean, straight grades, its business has steadily grown until today the company markets the entire cut of five large band mills in Louisiana and Arkansas, with a normal manufacturing capacity of 50,000,000 feet a year.

Correcting an Erroneous Statement

The Park Falls Lumber Company, Park Falls, Wis., has called attention to the incorrectness of a news item carried on page 57 of the April 10 issue of *HARDWOOD RECORD*, which told of improvements undertaken by the Park Falls company to cost a total of \$1,000,000. The correspondent who sent in this statement was plainly very greatly misinformed and this means of correcting his error is gladly used. The fact is that the Park Falls Lumber Company has merely built a small planing mill at Rice Lake and done some remodeling on the mill already there.

Hardwood News Notes

CHICAGO

The Chicago Retail Lumber Dealers' Association was held up to public obloquy by the Dailey joint committee of the Illinois legislature on April 18. This committee, which is conducting an exhaustive investigation of alleged graft in the building industry in Chicago, declared that the retail dealers of the city through their profit splitting system are doing much to keep up the price of building lumber. Chairman Dailey declared that while testimony taken by his committee indicated that the practice is legal and the plan does not violate the Federal anti-trust laws, "it is at least morally and economically wrong."

Under the plan, as explained to the newspapers by Chairman Dailey, each firm is allotted a percentage of the business done by members of the association. If a member fails to do enough business to realize the profit which his percentage awards him, he is given the difference by the others. Those who profit beyond their stipulated share must divide their excess with their associates. One member explained that this is an insurance guaranteeing the members an equal share in the profits to be made in Chicago, according to Senator Dailey's scornful statement.

The plan is known as the "Kelly" plan.

The investigator also castigated the lumber dealers' association for the alleged issuance of statements of lumber costs to its members.

Chairman Dailey in concluding directed attention to the by-laws of the organization, which warned members not to engage in any illegal fixing of prices, under penalty of severe punishment and fines. The senator chose to regard this as a subterfuge by which to recommend the Kelly plan. "It looks funny that they plan so strong on this particular feature of the law," he said. "Why didn't they put in clauses warning them not

to commit every crime possible? That they are violating the law I do not doubt."

BUFFALO

As a result of all present, there will be eight companies operating on the barge canal from Buffalo to New York on the opening date, April 30. The entire list includes above 500 craft, running all the way from tugs to cargo steamers of rather small capacity, then 300 to 500 ton barges, and finishing with five barges that can carry 1,500 tons each. It is agreed that this latter class of barge will before long cover routes including all of Lake Erie, and at the New York end proceeding as far as Boston in one direction and perhaps still further in the other. The real test, however, is their capacity for making a profit. If this is demonstrated they will multiply still farther in number and capacity before long. If there is lumber, or other building material to be carried, they can go into that trade also.

The C. C. Slaght Lumber Company is moving its office from this city to its mill at Morris, Pa. The local office, which is at 823 White building, will be occupied by A. A. Mason, wholesale hardwoods.

A. J. Chestnut was a few days ago elected one of the five directors of the Ellicott Club, as one of ten candidates running.

This city has two seventeen-story hotel projects, one site being Main and Goodell streets, the other Niagara Square. Whether either or both will go up this year is not yet announced, but one fact can be clearly demonstrated,—the city is short of hotel accommodations.

PITTSBURGH

The Carolina Lumber Company of Huntington, W. Va., will open a new yard at Second Ave. and 20th St. in that city. W. A. Snyder is president. The Bruckman Lumber Company of the North Side, Pittsburgh, Pa., has gone into billboard advertising and is showing some mighty attractive displays. It is carrying one of the best stocks of industrial hardwood ever seen in Pittsburgh.

The Pittsburgh Chamber of Commerce is still fighting hard to get wages and costs down so that 2,000 houses can be built in Pittsburgh this year.

The Center Lumber Company of this city has lately increased its capital from \$25,000 to \$50,000.

E. H. Pickett and L. D. Volk, who recently started in the wholesale business with offices in the Park Building, are getting under way in splendid shape and are doing their share in hardwood selling.

The Baird & Rees Lumber Company, a new wholesale concern in the Bessmer building, is getting lined up for summer business in first-class form. Its members are thoroughly experienced wholesalers and will have splendid connections.

March building in Pittsburgh showed a total of \$1,245,000 for new building and \$1,558,000 for all building—this compared with \$760,000 in February, 1921.

Fred R. Babcock will represent the Pittsburgh Chamber of Commerce as a delegate at the annual meeting of the United States Chamber of Commerce at Atlantic City, April 27.

Uniontown, which is the capital of the "Coke Region," has plans prepared for \$5,000,000 to be spent in new buildings this year. Many of these buildings are already started and the rest are practically assured.

E. H. Shreiner Lumber Company reports hardwood inquiry very unsatisfactory. Some orders are being placed but as the usual thing they are cancelled almost as soon as received.

The Frampton-Foster Lumber Company announces very good buying of hardwood stocks, especially for the railroads. Business in general is slow compared with previous months but the officials look for quite a revival before long.

BOSTON

Exports from the port of Boston of hardwoods during the month of February, statistics of which have just been made available, are, according to the collector of the port: Oak boards, 2,000 feet, value \$340, to Canada; hardwood boards, 24,000 feet, value \$2,591, mostly to Canada, rest to England; boat oars and paddles, \$77; wooden chairs, \$1,472, most to Great Britain; wooden office furniture, \$1,755; other wooden furniture, \$54; implement and tool handles, \$1,396; staves, 23,478 pieces, value \$5,200, all to Great Britain; heading, \$6,000, to Scotland; woodenware, \$14,701; other manufactures of wood, \$176,365; total, \$209,951.

William E. Litchfield, head of the L. & H. Lumber Company, for many years a prominent hardwood dealer here, thinks the present situation is not encouraging, that before better trade can come securely we must have a clearing of the credit situation. He thinks that those in need of hardwoods should take advantage of present prices. His opinion is that a boom in demand would very quickly bring a boom in prices. He says that legitimate labor and other costs of producing hardwoods now are higher than they were and that this must be figured on.

COLUMBUS

E. G. Dillow, who has been the head of the Franklin Lumber Company, of Columbus, since its organization about three years ago, has discontinued that concern and has accepted the position as manager of the

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

MILLER LUMBER CO.

Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity



lumber department of the Central West Coal & Lumber Company. He takes the place made vacant by the resignation of J. M. Andrew, who organized the Andrew Lumber Company, with offices in the James Building.

E. M. Stark, vice president and treasurer of the American Column and Lumber Company, has returned from a trip to New York and other eastern points and reports a much better feeling in hardwood circles. The American Column and Lumber Company reports a larger number of inquiries from all sources, many of which appear to be live ones. As a result there is a better feeling shown in all localities.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company, reports a pretty fair run of orders with a disposition on the part of both factories and dealers to buy more liberally. But orders are still restricted to immediate needs. Prices are still irregular and there is a rather wide spread.

The Rinderknecht Lumber Company, of Dayton, has started the erection of a brick warehouse and office building 120 by 64 feet. This building is carrying out the program started several years ago to enclose and cover the entire yard.

Columbus has been selected by the Henry McCleary Timber Co., of McCleary, Wash., as a distributing center for the Middle States. The head of the company was formerly a resident of Cambridge and went to the west coast about 20 years ago. J. E. Miles has been placed in charge of the Columbus office which is located on West Goodale St., where the warehouse is also located. The warehouse is 200 by 300 feet.

Fire destroyed the yard of Dubois & McCoy at Bellaire, O., recently. The yard, which is a large one, was located near the center of the city and for a time the blaze threatened residences and business blocks.

W. L. Reid, a representative of the Alston Lumber Company, of Tuscaloosa, Ala., was a recent business visitor in Columbus.

Papers have been filed with the secretary of state increasing the authorized capital of the Harmount & Woolfe Tie Company, of Chillicothe, from \$75,000 to \$150,000.

The Columbus office of the Sanford-Bodge Lumber Company, which was located in the Gasco Building, has been discontinued as has the main office at New Orleans and another branch at Buffalo. G. W. Foster, who was manager of the Columbus branch for the past two years, has organized the G. W. Foster Lumber Company, which will do a general commission business. The offices of the new concern are also in the Gasco Building.

CINCINNATI

D. H. Moul, president of the D. H. Moul Lumber Company, is spending a month's vacation with Fred Mowbray, president of the Mowbray & Robinson Lumber Company, at Hot Springs, Ark. Mr. Mowbray is taking the hot baths in an effort to improve his health.

W. H. Lockwood, president of the W. H. Lockwood Service Company, and general manager of the Central Lumber Traffic Association, has been appointed Cincinnati representative of the Baker, Irons and Dockstader, Inc., New York City, ocean freight brokers. Mr. Lockwood, who has an office in the Greenwood building, will handle ocean bookings, marine insurance and foreign collections.

John Wright of Buenos Aires, Argentine, and John J. Mangan of New York City, were introduced at the April monthly dinner of the Chamber of Commerce by S. P. Egan, president of the Fay and Egan Company, manufacturers of wood working machinery. Mr. Wright is engaged in the furniture and lumber manufacturing in Argentine and employs about 6,000 men and women. His mission to Cincinnati was for the purpose of purchasing additional equipment for his various enterprises.

A request has been received by the Industrial Expansion Department of the Chamber of Commerce for a factory having 20,000 to 30,000 square feet of floor space and equipped with wood working machinery. The plant is desired by an Eastern furniture company which desires to locate in Cincinnati.

Fire which broke out in the lumber yard of the Samule H. Taft Lumber and Distributing Company, damaged it to the extent of \$13,000. The flames also consumed a carload of lumber of the Pease Lumber Company. The loss would have been greater but locomotives were used to pull several other cars of lumber out of the fire zone.

INDIANAPOLIS

The petition of the O. D. Haskett Lumber Company, A. B. Keepert & Company, and the Polar Ice & Fuel Company to have a receiver appointed in the place of William R. Hirst for the Van Briggles Motor Device Company was refused by Judge A. B. Anderson of Indianapolis, adhering to the rule that a creditor who has accepted the appointment of a receiver for an insolvent in a state court can not come into the federal court and have another appointed.

In an endeavor to interest the public with the vital need of putting the state's idle land to work growing trees, a bulletin has been issued by the state department of conservation, stating that there are 1,000,000



acres of waste lands in Indiana, which produce nothing but poverty grass and harmful plants which should be reclaimed and made remunerative. The bulletin also states that there are at least 1,000,000 acres of cheap land planted to forests. Forests do much toward removing devastating floods and protecting headwaters and tempering the climate.

New construction work in this city is at a standstill because of the walkout of approximately 6,000 members of the building trades here April 10. The entire difference is on the wage end of the contracts. The contractors are demanding reductions from ten to twenty per cent and the unions are demanding increases in every branch of the industry. Brick masons and hod carriers have not quit because their contracts do not expire until the first of May. Contractors here say they will never sign unless the reduction is granted, and the labor leaders say they will consent to nothing but an increase, but in spite of this fact the general opinion appears to be that the strike will be short lived.

EVANSVILLE

Building operations in Evansville are going right ahead in spite of the fact that the building trades unions have refused to accept a twenty per cent reduction in wages, which the contractors announced on the first of April. Contractors are "standing pat," and some of them have declared for the open shop and are going right ahead with their plans of building. Work was halted for a few days on the Victory Theater and the Hotel McCurdy at the corner of Main and Sixth streets, the largest piece of construction work that is now going on in Evansville, and the contractors who have this job announced the open shop policy and asked all former employees to return to work at a reduction in wages.

Charles A. Wolfen, head of the Wolfen West Side Lumber Company, has returned from a business trip to Chicago.

John Edward Moerner, 66 years old, who for many years operated a sawmill and bent wood plant at Shelbyville, Ind., died at his home in that city on Friday, April 15, after a short illness. He was well known to the lumber trade in central and southern Indiana and is survived by his wife and one son.

The next regular monthly meeting of the Evansville Lumbermen's Club will be held on Tuesday evening, May 10, at the New Vendome Hotel, and a good attendance is looked for by J. C. Greer, the president. It is expected that the date of the summer outing of the club will be definitely fixed at this time. The date will be either Tuesday, June 14, or Tuesday, June 21, and the place of the outing has been decided as Exposition Park, formerly Cook's Park in this city. The outing is being arranged by the entertainment committee of the club, which is composed of Gus A. Bauman of the Maley & Wertz Lumber Company, Joe Waltman of the Evansville Band Mill Company and Claude Wertz of the Maley & Wertz Lumber Company.

Victor F. Sturm has been appointed general manager of the Jasper Novelty Works at Jasper, Ind., to take the place of his father, Joseph M. Sturm, who has held the position since the company was organized a good many years ago. The new manager for fifteen years was bookkeeper and assistant manager of the company. The company operates one of the largest woodworking plants in Jasper.

E. R. Kuhn, paying teller at the Mercantile-Commercial bank here, will leave in a few days for Brattleboro, Vt., to accept a position with the R. W. Denton Lumber Company, a new concern which has acquired a large tract of timberland in the New England states. Mr. Kuhn is a graduate of the state forestry school at Syracuse, N. Y. He will begin his new duties as assistant foreman of the company.

Daniel Wertz of the Maley & Wertz Lumber Company and Oscar A. Klamer, head of four furniture manufacturing companies here, have returned from French Lick, Ind., where they spent several days.

The Kendallville Lumber Company at Kendallville, Ind., has been organized by capitalists from Sturgis, Mich., and has purchased a site and will erect a modern lumber yard this summer.

William H. McCurdy, president of the Hercules Buggy Company of this city, says that trade conditions are growing better, and in his opinion the worst of the depression has been passed and that things will get better gradually from this time on. Most of the plants of the Hercules Company are still being operated on part time.

CLEVELAND

Hardwood interests along with every other branch of the building material industry here will have an important part in the building exposition which will mark the opening of the public hall next fall. This was decided this week at a meeting of building industry and civic asso-

ciations at the Builders Exchange. A company will be incorporated, not for profit, which will direct the exposition. If there are any profits they will be turned back to the exhibitors. The show, which will exceed in magnitude and scope that of 1916 held here, will be operated primarily to interest the people in building their houses and owning their homes.

Hardwood distributors are preparing for whatever development comes with the arrival of May 1, when, from present indications, a general strike of building trades operatives will follow the decision this week of the Building Trades Employers Association to cut wages an average of 20 per cent. This decision follows the action of the Carpenter Contractors Association in reducing carpenters wages from \$1.25 to 90 cents, when the latter abrogated their agreement in permitting a strike of carpenters on a theatre job, in itself a jurisdictional dispute.

Hardwood and other lumber interests are expected to join the local association of the American Plan Association, national body favoring the open shop. They would join as individuals rather than as a group, because most members of this branch of the building material industry here already are members of the Material Dealers Association, organized several years ago to promote the open shop principle, and of course do not care to pay into two associations serving the same end.

MEMPHIS

James E. Stark & Company, Inc., who started up their band mill at Dyersburg, Tenn., some days ago, have this week placed their Memphis mill and veneer plant in operation. This firm has approximately 5,000,000 feet of logs to be converted into lumber, partly timber brought out some time ago and partly timber that must be removed during the current year. It announces, however, that conversion of these logs into lumber will mark the limit of its operations during 1921.

The Allen-Eaton Panel Company has resumed operations for the second time within the past six or seven months. It is engaged in the manufacture of panel stock and built up veneers.

The Green River Lumber Company and the McLean Hardwood Lumber Company have not only closed down their band mills in Memphis, but they have also nailed them up, thus indicating that they have suspended operations for an indefinite period.

Russe & Burgess, Inc., will complete cutting their log holdings within the next week or ten days, and they announce that they will then suspend operations indefinitely. This firm, according to G. A. Farber, is not making the slightest preparations for getting out fresh timber.

May Brothers, it is understood, will complete sawing of logs on hand within the next thirty days and then they will join the ranks of idle manufacturers.

The Memphis Band Mill Company is another firm which will suspend in the near future. It has been forced to operate during the past few months because of timber contracts.

The Carrier Lumber & Manufacturing Company, Sardis, Miss., has only about 1,000,000 feet of logs to convert into lumber, according to M. B. Cooper, assistant to the president, R. M. Carrier. This firm has been put temporarily out of commission by high water in nearby streams and, although it will resume as soon as possible, it has reached no decision regarding its plans after present log supply has been cared for.

Max Miller, Mariana, Ark., who was in Memphis this week, says that his firm is operating at capacity, but that this is the result of a decision made last August and not of present conditions in the hardwood market.

C. A. Price, manager of the Memphis plant of the American Car & Foundry Company, announces that this will be closed down in the next three or four weeks, throwing about 700 men out of employment. He attributes this to lack of orders from the railroads for repair and construction work. He believes that there will be a change in the attitude of the railroads, however, and predicts resumption of operation in the late summer or early fall.

W. H. Russe of Russe & Burgess, Inc., will sail from Liverpool within the next few days for home. He will arrive in Memphis around May 1. He has been abroad for some time investigating lumber conditions at first hand. There is nothing to indicate that he has turned up any considerable quantity of business, but his position is somewhat like that of the man who returned from a market in which he had offered his produce who said: "I didn't get what I expected, but then I didn't expect to."

LOUISVILLE

There has been little discussed in the local hardwood circles the past few days other than the granting of the milling in transit privilege to Louisville, and what it will mean to Louisville as a lumber market. It is believed that with this arrangement Louisville will stage a big come back, and get back into the list of the largest markets, such as she was a few years ago, before discrimination in the milling in transit matters caused the jobbing end to wane.

The Louisville Point Lumber Co., has recently filed suit for \$7,108.16 against J. F. Thompson, E. W. Parks and Henry N. Hedden, doing business as Thompson & Parks, Trimble, Tenn., alleging overcharges beyond market prices on logs purchased in 1920, the petition stating that the company employed Hedden to buy logs for it, and that the defendant purchased

legs from his own concern for it, without disclosing his hidden connection to his Louisville employers.

J. S. Thompson, manager of the Louisville division, Southern Hardwood Traffic Association, claims that movement of low grade lumber is practically at a standstill due to high freight rates, and that lumber manufacturers are allowing low grade saw logs to decay in the woods rather than haul and saw them for prices such as can be obtained for the milled lumber.

W. H. Day, of the Wood Mosaic Company, back from an Eastern trip, reports much improvement in the East, with buyers far more willing to place orders, and conditions generally looking better.

Reductions in rates figuring three to five cents a hundred pounds have been secured on lumber moving from the Cumberland & Manchester R. R. stations, to Louisville, from Eastern Kentucky, this reduction being secured through the Louisville division of the Southern Hardwood Traffic Association, which also reports two new members, these being Hoffman Brothers Company, hardwoods and veneers, Burnside, Ky., and the Long-Knight Lumber Co., hardwoods and veneers, at Indianapolis.

Preston P. Joyes, of W. P. Brown & Sons Lumber Company, claims that if prices were just better conditions would be satisfactory, but that there is still too much cheap lumber in the market, which is causing prices to remain lower than they should be under existing conditions.

WHEELING

It is reported that Huntington, W. Va., lumbermen will make a strong effort to have their city selected as the scene of the fall meeting of the Appalachian Logging Congress at the spring meeting in Cincinnati April 28-30. John Raine, president of the Cherry River Boom & Lumber Company, will be one of the leading Huntington boosters at the spring congress. The 1918 spring meeting of the loggers was held in Huntington and more than 200 lumbermen from Tennessee, North Carolina, Kentucky and West Virginia attended.

D. W. Walker and R. B. Davidson, who has been engaged in the lumber business in New York City for a number of years, recently visited Parkersburg, W. Va., and vicinity with a view to establishing a sawmill near the headwaters of the Little Kanawha and an office in Parkersburg. He paid a visit to the headwaters of the river and inspected a timber tract for which they have been negotiating.

The establishment and maintenance of a state forestry nursery and a forestry experiment station is the object of a bill reported back favorably on April 14 by the senate committee on forestry and conservation of the West Virginia legislature. Senator Bloch, chairman of this committee, is also author of the measure.

The Cline-Morgan Lumber Company, West Moreland, W. Va., has been incorporated for \$50,000. The incorporators are J. Weaver Cline, P. E. Morgan, Mollie Morgan, Veree Cline, Mrs. J. W. Cline, Huntington.

The English-Ott Lumber Company of Charleston, W. Va., has been authorized to increase its capital stock from \$175,000 to \$225,000.

A report from Kanawha Falls, W. Va., says that the chief industry of that community is now lumber, stating further that the Coleman Timber Company and Brown Brothers & Abbott are manufacturing and shipping considerable lumber.

ST. LOUIS

A concatenation is to be held by the Hoo-Hoos in St. Louis April 27. Vern C. Cornelius is Chairman of the committee of "cats" which has charge of arrangements for the concatenation.

At a luncheon of the young members, held in the American Annex Hotel, the plans for the concatenation were made and a Boosters' Club was formed to promote the interests of the Order in St. Louis and vicinity.

A 6-room and bath home and a building lot donated by the St. Louis Lumber Trade Exchange, will be given away at an "Own-Your-Own-Home" show here at the Coliseum, April 25 to May 1. Plans for the house, which is to cost between 10 and 12 thousand dollars, including the lot, will be drawn by three members of the St. Louis chapter, American Institute of Architects.

NEW ORLEANS

With the beginning of actual construction of the Southern Hardwood Lumber Company's plant just out of the city comes an announcement by R. M. Parker, president of the Brooklyn Cooperage Company of New York, the cooperage subsidiary of the American Sugar Refining Company, that the company has just closed a deal for 1,400 acres of the best of hardwood timber situated in St. Landry parish and that it will in the near future erect a big, modern cooperage plant somewhere in this section, probably at New Orleans. The recent acquisition of the St. Landry timber brings the total holdings of the vast refining company up to 26,000 acres in Louisiana, most of which is held in fee, which contain, it is estimated, about 220,000,000 feet of standing hardwood timber.

The Southern Hardwood Lumber Company is building a plant at Shreveburry in Jefferson, just out of New Orleans. It has an excellent site. The twenty-acre tract lies between the tracks of the Illinois Central, the Louisiana Railway and Navigation Company and the Southern railway, which have all been connected with the company's yards. Offices and garages and a dry kiln already have been constructed. The enterprise is

Carolina Portland Cement Co.

ATLANTA, GEORGIA

WE WANT TO MOVE QUICK:

CHESTNUT
No. 2 and Sound Wormy.....200,000'
No. 1 Com. Sound Wormy.....100,000'
QTD. WHITE OAK
6/4" No. 1 Com. & Btr..... 2 cars
QTD. RED GUM
8/4" No. 1 Com. & Btr.. SND. 2 cars
SAP GUM
4/4" FAS200,000'
4/4" No. 1 Com..... 300,000'

WE WANT TO BUY:

HICKORY
5/4" -6/4" No. 1 & Btr.10 cars
PLAIN OAK
4/4" FAS100,000'
CHESTNUT
4/4" FAS 50,000'
SAP GUM
4/4" No. 2 Com..... 100,000'
8/4" FAS10 cars
13/17" Boxboards 3 cars

Mills in GEORGIA,
TENNESSEE, ALABAMA and
MISSISSIPPI

We can Dry Kiln
and Surface Stock from our
Livingston Tennessee Mills

Send Us Lists of What You Have to Offer or Want to Buy

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Southern Hardwoods
OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
ING, OAK, ASH, CYPRESS AND GUM LUMBER

BEDNA YOUNG
Lumber Company
Jackson, Tennessee

Manufacturers of

Quartered White Oak
Quartered Red Oak
and Other Hardwoods

When in the market for

High Grade Lumber

please let us have your enquiries.

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MANUFACTURERS

SOUTHERN HARDWOODS
TENNESSEE RED CEDAR—RED CYPRESS

EXECUTIVE OFFICES

SOUTH FIFTH STREET & NASHVILLE, TENN.
CUMBERLAND RIVER

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture

Virginia Stock

OAK DIMENSION, PINE DIMENSION

Old Dominion Lumber Co., Inc., Roanoke, Va.

WARREN ROSS LUMBER CO.

BAND MILL AND YARD, JAMESTOWN, N. Y.

We are running our mill continually, manufacturing all kinds of Hardwoods, and maintain a complete stock here. We ship direct from the mills all kinds of Northern & Southern Hardwoods, also Mahogany.

B I R C H

We have very complete stocks of
dry lumber in 4/4 to 16/4 thickness

DOMESTIC HARDWOODS, Inc. 33 West 42d Street
NEW YORK

Quick Shipment!

4/4" or 5/4" No. 1 Com. & Sel. Sap Gum...10 cars
4/4" or 5/4" No. 2 Com. Sap. Gum.....10 cars
4/4" No. 1 and No. 2 Com. Cypress.....10 cars
4/4" No. 1 and No. 2 Com. Cottonwood....10 cars
8/4"-10/4"-12/4" Tough White Ash..... 8 cars
4/4" No. 1 Com. & Sel. Pl. White Oak.... 5 cars
4/4" No. 1 Com. & Sel. Pl. Red Oak..... 5 cars

Above stock is all hand sawn, bone dry, quality lumber. Can
surface and resaw. Quotations by wire.

Chapman & Dewey Lumber Co.

MANUFACTURERS

MARKED TREE, ARK.

KANSAS CITY, MO.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

a partnership between Charles R. Currie, who has been for years connected with the Ruddock-Orleans Cypress Company, and Charles H. Ruddock of New York. H. S. Currie, a brother of the head of the firm, will be manager of the concern. The concern, which will use all electrically driven machinery, will make an investment of about \$200,000.

WISCONSIN

The R. McMillen Company, 633 High street, Oshkosh, has recently increased its authorized capitalization from \$200,000 to \$400,000 for the purpose of accommodating the past growth of its business and to provide funds for future expansion. Plans are still indefinite, but it is believed that before the middle of summer it will be necessary to effect an increase in capacity to meet demands growing out of the revival of construction operations. John G. Morris is president and Harry N. Hart secretary and treasurer of the company.

The Schnorr Box Company, Manitowoc, is planing to rebuild that portion of its factory and engine room which was badly damaged by fire on April 12, causing a loss estimated at between \$25,000 and \$30,000. Fourteen machines will require replacement. The company erected an addition, 75 by 110 feet, only a short time ago.

The Peterson Boat Works at Sturgeon Bay have been purchased by Elmer Anderson, who has been assistant to Mr. Peterson for many years. The business will be continued under the title of Anderson Boat Works, manufacturing rowboats as well as power vessels, and specializing in hull and equipment repairs and replacements.

The American Tool Chest Company, Milwaukee, sustained an estimated loss of \$35,000 by fire, which gutted its factory at Fifty-fourth street and Lisbon avenue on April 16, at the height of a raging blizzard, which was the worst of the year. It is likely that the plant will be rebuilt and re-equipped at once, according to John H. Ehlert, 799 Forty-second street.

The Penokee Lumber Company of Mellen has amended its corporate articles for the purpose of changing the location of its headquarters from Mellen to Ashland, Wis.

The Wachsmuth Lumber Company, Bayfield, one of the leading operators in the Chequamegon Bay region, resumed the operation of its sawmill on April 14, on a full ten-hour a day schedule, with a full crew of men. The planing mill, excelsior plant and shingle mill were placed in operation at the same time with capacity crews. Business has revived to the extent that full capacity production will be carried forward for at least five months.

A. O. Myrhe, formerly of Stillwater, Minn., who recently purchased the property of the Brown Safety Ladder Company at River Falls, Wis., has completed the installation of additional equipment and is now conducting the plant as a producer of sash, doors, millwork, etc. Mr. Myrhe is organizing the business as the Pioneer Manufacturing Company. His son, Alfred Myrhe, will be associated with him as business manager.

The Wisconsin Legislature has recorded its approval of the movement for reforestation in this state by adopting with practically no dissenting voice the so-called Titus resolution which provides for a referendum upon a proposed constitutional amendment enabling the commonwealth to incur indebtedness in rebuilding its timber resources. It will be necessary for the resolution to be approved by the next biennial session of the Legislature in 1923 and then be submitted to the electors before it can take effect as a constitutional amendment.

Building operations in Milwaukee so far this year, show a considerable gain over the corresponding period of 1920. From January 1 to April 15, 1921, there were issued 6,624 permits, with a total value of \$5,102,317, while in the same period of 1920 the number of permits was 5,835 and the total value \$4,975,855.

R. W. Clark of Washington, representing the Interstate Commerce Commission, held a hearing at Marinette, Wis., on April 16 on the application of the Wisconsin & Northern Railroad Company for permission to abandon that part of its line running from Taylor Rapids to Girard Junction, in Marinette county. W. L. Ballenbeck, superintendent of the railroad company, testified concerning the unprofitable operation of the division. Settlers and other property owners along the division opposed the abandonment of the line. Loggers and lumbermen have an interest in the matter because the division passes through a country that still contains much timber.

The Hardwood Market

CHICAGO

The Chicago hardwood market continues to "reward fighters" when they fight hard enough. Business is hard to get, but nevertheless considerable business is being done. Where one manufacturer or wholesaler is found who has done "no business" several will be discovered who are disposing of a number of cars each week and feel that demand will continue to improve. The increased activity in the automobile industry gives hope of an early resumption of buying from this quarter, though the revival

has not yet progressed far enough to exhaust the surplus stocks of the automobile body and other parts manufacturers. All lines continue to buy small quantities of hardwood lumber, establishing a fair average demand. One feature of the market is the relatively heavy buying of hardwoods by retail yards. This is said to be occasioned by the fact that many wood using manufacturers are buying small lots of 5,000 feet or more from retailers to patch out their needs until the lumber market grows more stable and the demand for their finished product improves. They appear just now to be too cautious to put much money into lumber. The failure of a great many of the sellers to fix a price and stick to it is greatly disorganizing the market. It destroys the confidence of the buyers, makes them afraid to buy and at the same time forces prices down to ruinous levels. The buyers are just as anxious as the lumbermen to see the market put upon a firm and logical basis. They will then feel safe in going ahead with their deferred purchases.

BUFFALO

The hardwood business has not picked up much during the past few weeks and buyers are taking only small quantities in most cases. Industrial plants are busier in a few cases than they were a month ago, but generally they are not running near full time. Ordinarily the spring season is a pretty active one in the hardwood business, but as time passes without any particular increase in trade, the wholesalers are inclined to feel that it will be fall before trade becomes really active.

Prices continue depressed, owing to the competition prevailing from all sides. Sellers are desirous of turning over their stocks, even though little or no profit is shown in the transaction. The receipts of lumber at local yards are small, as assortments are as a rule fairly good. Until business is on a more substantial basis uncertainty of prices is expected.

Building has been on a more satisfactory basis this month, the number of permits greatly exceeding those of preceding months.

PITTSBURGH

Two things are seriously holding back the hardwood business. One is the lack of building. For this trouble there seems to be no remedy in sight for several months as wage scales do not expire until June 1 and so far the labor unions are fighting any reduction of wages. The other is the lack of railroad buying. Until the railroads get their wage matters adjusted more to their liking there will be very little money spent by them and this is seriously crippling the hardwood business. Also, manufacturing concerns which use large quantities of hardwood in their products are going very slow, for so many of these plants are down or are working at only part capacity that every bit of money spent is watched very carefully. The mining business is extremely dull. Altogether, it does not look as if hardwood buying would be resumed on any large scale this spring and wholesalers are proceeding with great care in making contracts and purchases. Prices are just about holding their own.

BOSTON

The hardwoods trade here is very much encouraged with the way both inquiry and demand have improved the past fortnight. This is not to be taken to mean that business is in any way rushing. The fact is that trade in hardwoods here is below normal. It is not what it ought to be in an average April. But things have been so bad that a really noticeable spurt in trade has started.

This is all the more to be marveled at in view of the fact that the building trades strike, that began here on Jan. 19 and has tied up all construction work in this city and vicinity, is still in progress, with no bright outlook for settlement. The improvement in demand and inquiry is taken as indicative of an improvement in basic conditions quite outside of the building industry. It is in better grades of stock that improvement is being most felt. The common grades are still rather slow of sale and accumulation is principally in them. Also it is in the common grades that the tone and prices show whatever weakness there may be to the market. For the fact is that the firsts and seconds are fairly firm now and are getting firmer each day.

BALTIMORE

Conditions in the hardwood trade are not materially different from those that have obtained for some time past. More or less pressure is exerted upon the market, with the result that despite the comparatively small stocks available there has been no recovery in values, though it is to be said that the downward trend appears to have been stopped, with perhaps some stiffening in certain divisions of the trade. The rebound, however, has not so far attained consequential proportions, and a holding back on the part of buyers with orders except those that must be placed to take care of the more immediate requirements, is still in evidence.

The yards here are far from overstocked, and probably all of them could take up much lumber without approaching a state of congestion. are not particular about buying any logs at this time. The logging camps in the southern south are not getting out any logs to speak of, and it is

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ASH	
No. 2 & Btr 4 1/2", all widths and lengths, 12 mos. dry	1 car
No. 1 & Btr 6 1/2", all widths and lengths, 12 mos. dry	1 car
BASSWOOD	
No. 2 & Btr 6 1/2", all widths and lengths, 12 mos. dry	1 car
BIRCH	
No. 1 & Btr 5 1/2", all widths & lengths, 12 mos. dry	5 cars
No. 1 & Btr 6 1/2", all widths & lengths, 12 mos. dry	4 cars
HARD MAPLE	
FAS 8 1/2", 6" & wider, 8' & longer, 12 mos. dry	1 car
No. 1 & Btr 10 1/2", 5" & wider, 8' & longer, 12 mos. dry	5 cars
No. 1 & Btr 16 1/2", 5" & wider, 8' & longer, 12 mos. dry	1 car

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Chas. Gill Lumber Co. WISCONSIN

Ash — Hickory — Beech — Poplar Oak — Cypress — Gum — Tupelo

Straight cars, all grades and thickness
N. H. L. Association rules of inspection

We specialize in Poplar 5/8" to 5" in thickness. We have

POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6/4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

LET US QUOTE YOU ON ANY OF
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HOYT PARKER LUMBER CO.
P. O. BOX 614. Office, 311 City Bank, MOBILE, ALABAMA

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers of the Time Tested Wolverine Maple Flooring

13/16x2 1/4 Clear	60,000'	13/16x3 1/4 No. 1	25,000'
13/16x2 1/4 No. 1	175,000'	13/16x3 1/4 Factory	150,000'
13/16x2 1/4 Factory	200,000'	1 1/16x2 1/4 Factory	160,000'
13/16x3 1/4 Clear	69,000'	1 1/16x3 1/4 Factory	175,000'

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LET US QUOTE YOU ON YOUR HARD-
WOOD LUMBER REQUIREMENTS

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of

Dry Northern Hardwoods

HARD MAPLE
SOFT MAPLE
BASSWOOD

BIRCH
BEECH
ELM

UP-TO-DATE BAND MILLS Now OPERAT-
ING at PELLSTON and MUNISING, MICH.

? LOOKING FOR ? DRY HARDWOODS

Here are a few items of year old
stock that we want to ship quick:

All Regular Widths and Lengths

Send us YOUR
inquiries for
NORTHERN
HARDWOODS
and HEMLOCK

ASH - Wisconsin Brown	
No. 1 & Btr. 5/4	8 mos. dry
No. 2 & Btr. 6/4	8 mos. dry
BIRCH	
No. 1 & Btr. 4/4, 10 mos. dry (good widths and lengths)	
No. 1 & Btr. 5/4, 8 mos. dry	1 car
No. 1 & Btr. 6/4, 8 mos. dry	1 car
No. 1 & Btr. 8/4, 8 mos. dry	1 car
No. 1 & Btr. 10/4, 7 mos. dry	2 cars
BASSWOOD	
No. 1 & Btr. 6/4, 10 mos. dry	2 cars

Wheeler-Timlin Lumber Co.
WAUSAU, WISCONSIN

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

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4/4 1st & 2nd	35,000'
4/4 Select	100,000'
4/4 No. 1 Common	50,000'
4/4 No. 2 Common	35,000'
8/4 No. 1 Com. & Btr.	20,000'
SOFT ELM	
4/4 No. 2 Com. & Btr.	75,000'
5/4 No. 2 Com. & Btr.	30,000'
10/4 No. 1 Com. & Btr.	20,000'

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MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

The incentive to do this has been wanting for months, but it looks now as if a turn had set in.

COLUMBUS

There is a gradual improvement in the tone of the hardwood trade in Columbus and Central Ohio. Inquiries are coming in better, many of which are showing more life. In other words, there are not so many inquiries to get market information and a larger proportion preliminary to placing orders. While the volume of business has not expanded to any great extent, there are indications for a better trade in the near future.

A canvass of the situation shows that retail stocks are generally low in all sections. This is particularly true of the rural sections. City dealers have not large stocks and in most cases they are badly broken. Retailers are buying only what they need for the present but these needs are expected to be increased when the building season gets under full headway.

Factories are also showing an inclination to enter the market. This is especially true of automobile concerns which are buying some. Furniture factories are also placing small orders and the same is true of vehicle and implement concerns. Piano factories are still holding off. Box concerns are fair purchasers of low grade oak, basswood and poplar.

Prices are still irregular all along the line and there is still a wide range. Some cheap prices are still heard of and this has the effect of weakening the price list. Shipments are coming out promptly from all sections. Collections have improved to a certain extent.

CINCINNATI

The "Buyers' Strike" in the hardwood market here is at an end. This is evident from the fact that many buyers who were holding out for lower prices have come into the market during the past two weeks and placed considerable business. Candidly speaking the trade has taken on a brighter aspect, much to the satisfaction of the manufacturers and dealers alike. Oak flooring is showing better than any of the other stocks. This probably is due to the increased activity in the building of dwelling and apartment houses. Wood consuming factories are more conspicuous in the market than for some time, although many of them are still using lumber for which they paid high prices. Retailers also are showing some activity, but some of them are still holding out, despite the fact that they need certain stocks badly.

SOUTH BEND

The only change noticeable in the hardwood market is that business is being offered freely by buyers at their own prices. But the market seems to be firm and no lumber being offered at ridiculously low prices.

Buying seems to be for immediate requirements and the purchaser to be in a great rush for what stock he buys, requesting wire car numbers, etc., which is an indication his stocks are very low. Box manufacturers and furniture plants are running moderately.

It seems to be the opinion of the hardwood lumbermen of South Bend that the hardwood business will pick up only when the automobile manufacturers resume something like normal buying activity which doesn't seem to be far distant.

Recent sales delivered this rate as follows:

Plain oak: 4 4 FAS \$95; No. 1 Com. \$48; No. 2 Com. \$34. Plain red gum: 4/4 FAS \$85; No. 1 Com. \$55. Sap gum: 4/4 FAS \$45; No. 1 Com. \$32; No. 2 Com. \$23. Poplar: 4 4 FAS \$125; saps and selects \$90; No. 1 Com. \$55; No. 2 A Com. \$40; No. 2 B Com. \$34.

INDIANAPOLIS

Demand for hardwoods continues active, though most of the activity is coming from the retail trade. Business with the industries still is very slow and only occasional cases are to be seen where a factory is able to increase its production to any great extent. The furniture factories are increasing their production a very little, while the box manufacturers report times yet mighty dull. Prices appear to be fairly strong in spite of the industrial condition. The good demand from the retail trade has served to maintain prices and even give some of the higher grades some indication of increases.

EVANSVILLE

There has been some improvement in the trade with the hardwood lumber manufacturers of southern Indiana, southern Illinois and western and northern Kentucky during the past two weeks, although the improvement has not been marked. "We know that business is getting better," said Daniel Wertz of the Maley & Wertz Lumber Company, "but we could not prove it if we had to." Manufacturers say that the number of inquiries are increasing from time to time and they believe that these inquiries will lead to new business a little later on. But the actual increase in business during the past two or three weeks has been small. Few of the mills in this section are being operated at this time; in fact most of the plants have been closed down for the past four or five months. Practically no logs are coming into this market and the manufacturers

not believed there will be much activity in those camps now until later on in the summer when the crops are laid by.

CLEVELAND

Somewhat steadier position for hardwoods in this market is noted in the last fortnight, following the spurt to building through April. This spurt is largely due to the anxiety of contractors and builders to make as nearly complete the jobs they have on hand before a general strike in the building trades takes place. While there is no hint from the organized labor faction as to just what will be done with the decision of building trades employers over the latter's proposal to reduce wages, it is not denied that there is good chance of a long drawn out fight, with the possibility of a walkout by labor. Hence the building fraternity is taking no chances. Hence, likewise the handlers of hardwoods are coming into their own again, even if only temporarily. At best the outlet for hardwoods for interior finish and building purposes is still below the season. There is more than enough material to meet all comers and a good deal more new business as well. The better influence has been sufficient, however, to steady the market, and while there is no change in the official schedule, there likewise is less disposition on the part of holders to cut prices, which was somewhat in evidence some weeks back. Efforts to interest the manufacturing trades in taking additional quantities of material at this time have not been entirely unsuccessful, but the outlet in this direction still is quite limited, as the automobile trade and furniture producers apparently have plenty of material with which to turn out new production, while the demand for either of these items is small for the time of the year.

MEMPHIS

Inquiry among prominent manufacturers of southern hardwoods in Memphis and the Memphis territory develops the information that not more than 10 per cent of the total stock of hardwood lumber represents firsts and seconds. Some estimates range as low as 5 per cent. None goes over 10 per cent, and it is the consensus of opinion among those with whom the correspondent of HARDWOOD RECORD has talked that the average is around 8 to 9 per cent. It has been noted for some time that a relative shortage of the higher grades existed, but it is quite apparent from the foregoing that there is also an intrinsic shortage of this class of material. Furthermore, it may be noted, in the same connection that current production is engaged largely on logs more or less damaged by insects and exposure, and that the percentage of output of firsts and seconds therefrom is extremely light. Very few manufacturers are working on fresh logs, and their total cut, to say nothing of the upper grades, is relatively small.

As a result of the knowledge that holdings of firsts and seconds are extremely small, in proportion to the total, it may be stated that there is material stiffening of prices thereon. Some manufacturers are putting prices on their lumber which they know will prevent it from moving, but they are taking this course for the reason that they do not care to sacrifice their stock. It is impossible to purchase any high grade lumber at prices current even three weeks ago, and, in some instances, the present level of prices is substantially above the low established late in February and early in March. Inquiry for the better grades is increasing, as it becomes apparent that offerings are small, and members of the trade are inclined to anticipate a further appreciation in values. Perhaps the greatest shortage at the moment is in plain red and white oak and plain and quarter sawn red gum. Some manufacturers have practically nothing to offer in these grades and the majority have comparatively little.

Offerings of No. 1 common plain oak and the same grade of plain and quarter sawn red gum, also, are considerably smaller than heretofore. Manufacturers of furniture and flooring have recently taken considerable quantities of these grades, and prices thereon are somewhat better. Flooring manufacturers, too, are using much No. 2 common oak, and there is a fair miscellaneous inquiry for Nos. 2 and 3 common lumber generally. Altogether, the tone of the market is appreciably better and the level of prices is quite well above the more recent average.

LOUISVILLE

Business with the Louisville hardwood trade is better, there being more orders, but much business is still being accepted at what is declared by some hardwood operators as "give away prices." Inquiries are better and buying larger, but prices are still too low. The demand is largely for firsts and seconds, but as firsts and seconds are almost cleaned out, such inquiries are not considered as business. It is being pointed out that many concerns sacrificed their good lumber on low prices, and haven't been able to supply on a better market value, whereas demand for their low grades is dull. There is plenty of No. 1 common and under grades on the market. Oak is more active although No. 1 common plain oak is offered as low as \$40; with 1s and 2s quoted at around \$90. Quartered oak 1s and 2s are now quoted at around \$150, and sales are a question of having the material to deliver. Gum is fine in 1s and 2s, plain red being quoted at \$80; and quartered at \$100. Furniture manufacturers are taking advantage of the present low market, appear to have confidence in prices, and are buying more freely. They realize that there is very little chance of prices being any lower, whereas they may go

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

J. V. Stimson & Co.

OWENSBORO

KENTUCKY

Regular Width and Lengths; Dry

White Ash.....	Com. & Bet.	4/4 to 16/4
Beech	Log Run	4/4 to 8/4
Chestnut	Com. & Bet.	4/4
Elm	Log Run	4/4 to 16/4
Red or Sap Gum...	Com. & Bet.	4/4 to 8/4
Hickory	No. 1 Com.	4/4 to 16/4
Maple	Log Run	4/4 to 16/4
Qtd. White Oak....	All Grades	1/2" to 8/4
Qtd. Red Oak.....	All Grades	3/4 to 8/4
Pl. White Oak.....	All Grades	5/8 to 16/4
Pl. Red Oak.....	All Grades	3/4 to 16/4
Poplar	All Grades	5/8 to 8/4
Qtd. Sycamore.....	Log Run	5/8 to 4/4
Walnut	All Grades	5/8 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS

Owensboro, Ky.

Campbellsville, Ky.

Plain & Qtd. Red & White

Even
Color

OAK

AND OTHER
HARDWOODS

Soft
Texture

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 No. 1 & Btr.....	40,000'
4/4 No. 2 Common.....	115,000'
5/4 1st & 2nds.....	40,000'
5/4 Selects.....	30,000'
5/4 No. 1 Common.....	60,000'
5/4 No. 2 Common.....	200,000'
6/4 1st & 2nds.....	6,000'
6/4 Selects.....	30,000'
6/4 No. 2 Common.....	40,000'
8/4 No. 1 Com. & Btr....	35,000'

SOFT ELM

6/4 No. 2 & Btr.....	90,000'
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HARD MAPLE

4/4 No. 2 & Btr.....	40,000'
5/4 No. 1 & Btr.....	300,000'
5/4 No. 2 Common.....	175,000'
6/4 No. 1 Common.....	20,000'
6/4 No. 2 Common.....	175,000'
8/4 No. 2 Com. & Btr....	150,000'
10/4 No. 2 & Btr.....	60,000'

BASSWOOD

4/4 No. 1 & Btr.....	200,000'
4 4 No. 2 Common.....	100,000'

SOFT MAPLE

4/4 No. 2 & Btr.....	100,000'
6/4 No. 2 & Btr.....	11,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

Band mills at

Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

higher, and undoubtedly will, in view of the light present production. Some buyers would probably contract for four to six months supplies, or take a big block of stock if sold at \$4 to \$6 a thousand under average prices, but leading operators are now holding firmly, and refusing contracts of more than thirty to forty days.

ST. LOUIS

Hardwood demand shows some improvement and manufacturers do not seem so anxious to make sales at any price. Flooring manufacturers are buying oak freely. Unconfirmed rumors state the Buick Auto Co. is removing its plant here to Flint, Mich. Heavy stocks in automobile manufacturers hands are being consumed and some inquiries are being circulated. The furniture business is still weak. Railroads are not as active as they might be.

NEW ORLEANS

The hardwood industry of the Mississippi-Louisiana-Texas territory at present is in a rather hard plight, but, convinced that the bottom has been reached and that any further change must be for their betterment, manufacturers of the tri-state territory do not appear at all pessimistic.

So low are the prices being offered, in most cases, that the manufacturers claim they are operating without any profit and some even declare they are being forced for some special reason to operate at an actual loss; such reasons being to hold their crews together, to raise money for the payment of their income taxes and for other emergency purposes and to dispose of logs already cut to prevent their deterioration.

But as a natural consequence of the low prices and the subnormal demand, many of the plants in the tri-state territory have been forced to close down altogether and many others to reduce their output. According to delegates from the three states in the city a few days ago for the meeting of the Southwestern Hardwood Manufacturers' Club, probably not more than about eighty per cent of the mills throughout the territory are actually running. Even the output of these, it transpired, is considerably below normal, thus making the amount of hardwood lumber manufactured throughout this section almost nil just at present.

BEAUMONT

While there has been no material change in price, hardwood men consider conditions gradually improving. This consolation is taken from the fact that there have been no changes in prices during the past week and the stiffening of first and second grades. These items are becoming rather scarce, and it is expected that this circumstance will have a tendency to bolster up the lower grades.

Railroad buying is slow about opening up and the recent cut in coastal crude oil from \$1.25 to \$1 a barrel will undoubtedly stop further development in the districts affected.

Due to high water, practically all hardwood mills in this section are down and could not produce no matter what the inducements. During the first two weeks in April 9 inches of rain fell in the Beaumont territory, and this was sufficient to reduce the hardwood districts to a veritable sea. It will take some time for the woods to dry up to a point where teams can be used in getting out logs.

MILWAUKEE

There is a wide divergence of opinion among hardwood operators in Northern Wisconsin concerning the present and future of business. Some are expressing themselves as very much pleased over the improvement in demand during the last few weeks, while others apparently have much cause for complaint over the absence of anything substantial in the demand. One thing that operators seem to be agreed on is that prices obtained for hardwood products, as well as all lumber, are too low to be profitable; in fact, sales that are being made generally show an unprofitable state of affairs. Buyers hold out for concessions that usually are so unreasonable that it is impossible for sellers to meet them.

Demand for hardwoods of all classes continues to be of a hand-to-mouth order, especially insofar as the call from industries manufacturing panels, veneers, furniture, cabinets, etc., is concerned. All of these interests are playing a cautious game in respect to filling requirements, despite the fact that stabilization of prices is believed to have come, since list prices as currently established generally allow practically no margin of profit and are merely enough to enable operations to be carried forward.

Hardwood lumber manufacturers as well as wholesalers are still loaded up with medium and low grade stuff, due to the keen discrimination shown in favor of the choicest qualities by buyers in the last two years. The best grades are very scarce as a result, while other qualities are in heavy supply. However, because of this situation, and as a matter of price, a better demand seems to be developing daily in respect to medium and low grade hardwoods.

The dwelling construction movement is making progress, but with no degree of freedom. Complaint is heard that the movement is checked by the attitude of financiers on whom lumbermen and builders depend for operating capital. Interest rates remain high and have not receded appreciably from the war-time rates.

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CLASSIFIED ADVERTISEMENTS

Advertisements will be accepted in this section at the following rates:

For one insertion 25c a line
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For four insertions 70c a line
Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

WANTED—SITUATION AS BAND OR GANG

Saw filer. Fifteen years' experience as head filer. Middle age. Married. Can furnish best references. Work guaranteed. Address O. D. B., 227 Adams St., Tennille, Ga.

EMPLOYES WANTED

WANTED

One of the largest manufacturers of Mahogany Lumber and Veneer and Walnut Veneer desires an A-1 representative for the Eastern States. Give full experience. Address Box 765, care HARDWOOD RECORD.

WANTED—YOUNG MAN

To sell hardwood, one who is familiar with territory in Ohio and Indiana; state age, experience and salary wanted. Reference required. Address Box 757, care HARDWOOD RECORD.

WANTED

For Northern office, a reliable young man of good habits and considerable experience in buying and selling high grade Southern hardwoods. State age, experience and salary. Address Box 758, care HARDWOOD RECORD.

WANTED

Experienced timberman conversant with logging operations to work in tropics getting out mahogany logs. Good references and previous experience required. Address Box 754, care HARDWOOD RECORD.

WANTED—SALESMAN

To sell hardwoods, white pine, yellow pine, etc., in New York state for old established firm. Give full particulars regarding yourself and your experience. Address Box 748, care HARDWOOD RECORD.

HARDWOOD SALESMAN WANTED

To represent Southern Hardwood Manufacturer in Indiana territory. Want man who is acquainted with consuming trade in that section. Give full particulars and salary expected. Address Box 759, care HARDWOOD RECORD.

WANTED

Lumber Yard Foreman (national inspector) for Furniture Factory. Must be thoroughly competent kiln operator and familiar with furniture hardwoods. State experience and references to "Hustler," Box 764, care HARDWOOD RECORD.

MACHINERY FOR SALE

TWO NEW VENEER DRYERS

For sale one four-section "Proctor" Dryer, one 25-plate "Merritt" Dryer, 96"x116"; also one new 64" Coe lathe and clipper. THE STANDARD VENEER CO., Portland, Maine.

FOR SALE

Standard dry kiln (Indianapolis) has been used for drying lumber in a kiln 20x100'. Consists of 10,000' 1" pipe, headers and 40 roller bearing trucks (iron) and 400 feet track rail. If interested, write for full description. W. H. Campbell, MICHIGAN VENEER CO., Alpena, Mich.

FOR SALE

Since discontinuing the manufacture of veneers, we are offering the following machinery for sale: One 48" Royal Invincible Sander (three drum, Berlin Machinery Co.), one knuckle joint veneer press (200 ton, belt power), three glue kettles (Francis, two with power stirrers). If interested, write for full description. MICHIGAN VENEER COMPANY, Alpena, Mich.

FOR SALE—ONE 18X42 RIGHT HAND

G. F. Nagle Corliss Engine, 250 H. P., No. 20016. In good working condition. Available for immediate shipment. Would quote attractive price to quick buyer. JULIUS BRECKWOLDT & CO., Dolgeville, N. Y.

FOR SALE

2 80 H. P. Boilers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42"
FISCHER LUMBER CO. Kewanee, Mo.

FOR SALE

250 Dry Kiln Trucks, Channel Iron, Roller Bearing, 6'6" long, good condition, only \$6.00 each.

CHAS. N. BRAUN MACHINERY CO.,
Fort Wayne, Ind.

FOR SALE

Berlin R. H. Log Band mill, 54" wheels for 7" saws; installation plans. Good as new for service. Capacity ten to fifteen thousand feet hardwood daily. Price, \$600. Knight 3-block carriage with 3 Duplex dogs offset, 10" trucks, spring recede, double-acting set works; \$500. Heavy friction feed, \$200. Two new band saws, never used, \$200. Covell lap grinder, \$100. B. T. & B. roll, \$200. B. T. & B. Sharpener, No. 2, \$75. Leveling table, \$20. Brazing clamp, \$30. Erie Engine Works center crank engine, 11x15", good condition, \$250. POTTER, BURTON LUMBER CO., INC., Fort Ann, N. Y.

PORTABLE SKIDDER

The Powerful TOM HUSTON Portable Log Skidder. You attach it to a Fordson Tractor. The tractor drives it. The tractor carries it from place to place. Light, handy, simple and fool-proof. Weighs only 1,200 pounds. Made of solid steel throughout. So powerful that it moves the largest logs with ease and rapidity. Actual pulling strength 90,000 pounds. (Can also be used for pulling stumps and clearing land and nothing on earth equals it for this purpose.) Price only \$795. Total cost including tractor, which you secure from your local Ford dealer, approximately \$1,500. Every Skidder sold on a money-back guarantee. You pay for nothing until you see the work it does. Write us for more information.

TOM HUSTON MANUFACTURING CO.,
Columbus, Ga.

FOR SALE

Whitney 30" Double Surfer; sectional rolls and chip breaker.

Smith 30" Finger Jointer attachment.
Porter 30" Jointer, round heads counter shaft for the above Smith feeding attachment.

Black Bros. Revolving Glue Clamp 12' long, 20 leaves, 8 clamps to a leaf; takes stock 32" wide.

Francis No. 290 71" perforated plate Joint Gluer.

Mershon 44" Ideal Band Resaw; four extra blades.

Royal Invincible 36" three-drum sander rebuilt.

Porter 24" Pattern Makers Lathe. 8' Iron bed; like new.

H. B. Smith No. 129A 6" High Speed Molder.

H. B. Smith 48" Endless Bed Sander rebuilt.

Tannewitz Type F. Saw Table complete.

BRUCE H. CARNAHAN

Ford Building,

Detroit, Mich.

MACHINERY WANTED

WANTED CUTLER CURTAIN DRY KILN

Give full particulars as to size, condition, etc., in writing. OHIO UPHOLSTERING CO., Antwerp, Ohio.

DIMENSION STOCK FOR SALE

FOR SALE

Clear Oak and Hickory split stock. Any dimensions. Quantity unlimited. Address R. L. DURHAM, Purdy, Ky.

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address BOX 713, care HARDWOOD RECORD.

FOR SALE—DIMENSION STOCK

Five cars 2x2x19 dry oak. Two cars 2x2x30 dry oak. One car 1 1/2x1 1/2x30 dry oak. Two cars 1x2x30 dry oak. One car of single trees 1 3/4x3x32 and 34 also 1 3/4x4x36. One car hickory automobile truck spokes 2 1/2x3x12.

ACME BOX COMPANY
Omaha, Nebraska

FOR SALE

1 Car 1 1/2x1 1/2, 6' & 8' Clear Oak bending strips.

1 Car 2x2 3/4", 3' 4" & 3' 8" Sawed felloes.

1 Car 1 1/2x2 1/4, 3' 4" & 3' 8" Sawed felloes.

1 Car 1 1/2, 2, 2 1/4"—19, 24, 38" Dry Oak squares.

Inquiries solicited for Wagon, Implement and Furniture Dimension. Box 61, Panola, Ala.

LOGS WANTED

WE WANT TO BUY

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

WANTED

Good walnut logs 10" and up in diameter. Will inspect at shipping point and pay spot cash. J. W. FRYE LUMBER & VENEER CO., Dayton, Ohio.

TIMBER FOR SALE

DOUGLAS FIR TIMBER FOR SALE

A tract of five hundred million feet located near tide water and railroad in the State of Oregon, for immediate operation or for investment. F. W. PAYNE, 2930 Avalon Ave., Berkeley, Calif.

FOR SALE

307 Acres Timber $3\frac{1}{2}$ miles from Poteau, Okla., saw out 3 million feet sap gum and other hardwoods. Fine veneer proposition. Or will sell land and timber. Owners, BARNES & CAMPBELL, Poteau, Okla.

SOUTHERN OREGON TIMBER LANDS

For Sale—6000 acres timber land in southern Oregon must be sold to settle an estate; 7000 acres adjacent can be purchased at reasonable price. H. C. STODDARD, Route 9, Box 743, Los Angeles, California.

FOR SALE FORKED LEAF WHITE OAK

Red Oak, Red Gum and Hickory. Several thousand acres in one body on railroad in southwestern Arkansas. Property in fee simple. For particulars address, Room 866, Hotel Marion, Little Rock, Arkansas.

HARDWOOD TIMBER FOR SALE

Tracts of fifty-one hundred and one hundred and twenty-five million feet Gum, Oak and Poplar, Georgia and South Carolina, owned by operators who do not cut hardwood. Reasonable price and terms. Deal direct with owners. J. W. BARNES, Savannah, Ga.

FOR SALE

Fifty million feet Southern Hardwood timber, principally red gum, Modern saw mill plant, forty thousand feet daily capacity, new, completely equipped. Ample logging equipment, teams, tractors, pontoons, tow boats. Easy logging proposition. Key location for two hundred million additional timber. Favorable rates to Eastern markets. Easy terms. Address Box 760, care HARDWOOD RECORD.

BIG BARGAIN IN TIMBER

Thirty-five million feet virgin Pine and Cypress timber in Eastern Carolina. Less than three dollars stumpage. Also 5,000 acres good farm land with ten million feet of Pine at \$10 per acre. Both above propositions priced to sell. Don't answer unless you mean business. W. D. HARRELL, Rose Hill, N. C.

WANT ORDERS FOR 4/4 S. W. OAK

No. 1 Com. and Better, elegant widths and lengths; also 4/4 SSE export grade white oak; also orders for white oak timbers up to 16x16 in random lengths 16' and shorter to suit our logs already cut to length. The above stock comes from our mill at Lenox, Ky., and is noted for its soft texture. Write or wire for prices. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

FOR SALE

Wish to close a partnership, therefore offer at a bargain about 100 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. R. R. freight to Detroit about \$18 per M. Water freight not over \$6. Location is such that shipments can be made to any point on the Great Lakes. Address Jno. B. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

FORCED TO SELL AT SACRIFICE

Timber rights covering several townships in Province of Ontario within six miles of Lake Huron—containing 75 million feet Birch, Maple, Red Oak, Black Ash and Elm, predominantly Birch, also 6 million feet Pine and 40 million feet Hemlock, Cedar, Spruce and Balsam, all the foregoing merchantable lumber in addition to 2 million ties. Limits possess valuable system of lakes and rivers emptying into Great Lakes, also complete set of camps and recently improved roads with 7 mile haul to railway for hardwood. Financial conditions only reason for present offer of sale. Communicate with NEWTON WYLIE, 1366 King Street West, Toronto, Ontario, Canada.

FOR SALE

5-4 L. R. Oak, surfaced two sides and stored under shed, Cairo, Ill.

1,458 feet No. 1 Com. Qtd. W. Oak, full thickness 5-4, \$65.00 F. O. B. Cairo, Ill.

10,843 feet No. 1 Com. Plain White Oak, 5-4 thickness, \$50.00 F. O. B. Cairo, Ill.

1,518 feet F. A. S. Plain White Oak, 5-4 thickness, \$65.00 F. O. B. Cairo, Ill.

30,727 feet No. 1 Com. Plain R. O., 5-4 full, \$45.00 F. O. B. Cairo, Ill.

4,679 feet No. 1 Com. Qtd. R. O., 5-4 full, \$55.00 F. O. B. Cairo, Ill.

3,240 feet F. A. S. R. O., 5-4 full, \$60.00 F. O. B. Cairo, Ill.

16,897 feet No. 2 Com. R. O., 5-4 full, \$35.00 F. O. B. Cairo, Ill.

5,512 feet No. 2 Com. W. O., 5-4 full, \$38.00 F. O. B. Cairo, Ill.

6-4 stock, surfaced to 1-16 full thickness 2 sides.

9,044 feet No. 2 Com. Plain R. O., \$37.00 F. O. B. Cairo, Ill.

3,384 feet No. 1 Com. Plain W. O., \$50.00 F. O. B. Cairo, Ill.

2,914 feet No. 1 Com. Qtd. R. O., \$50.00 F. O. B. Cairo, Ill.

13,464 feet No. 1 Com. Plain R. O., \$47.00 F. O. B. Cairo, Ill.

The above stock can be shipped any time, 2 years dry.

30,000 feet No. 2 Com. 6-4 Sap Gum, band sawn, \$15.00 F. O. B. Vicksburg, Miss.

1 car 50-50 4 & 5-4 No. 2 Com. Sap Gum, \$13.00 F. O. B. Vicksburg, Miss.

1 car 8-4 L. R. Elm, not over 25 per cent No. 2 Com., \$30.00 F. O. B. Vicksburg, Miss.

1 car No. 3 Com. 4, 5 & 6-4 Sap and Red Gum, \$6.00 F. O. B. Vicksburg, Miss.

1 car No. 2 & 3 Com. 8-4 Sap and Red Gum, \$12.00 & \$7.00 F. O. B. Vicksburg, Miss.

All thoroughly dry and well manufactured. Your orders solicited.

D. H. WILLIAMS LUMBER CO., Rayville, La.

LOGGING EQUIPMENT for SALE

TRANSIT CARS

When you have transit cars to offer or cannot dispose of, telephone, telegraph or write us your best prices. We can move them.

CENTRAL LUMBER COMPANY, Indianapolis, Ind.

WE'VE GOT 'EM

No. 1 Relaying Rails and Angle Bars, for immediate shipment.

30 lb., 40 lb., 50 lb., 56 lb., 60 lb., 68 lb., 70 lb., 80 lb., 90 lb.

Write or wire us for quotation stating tonnage and destination.

HYMANN-MICHAELS COMPANY
Peoples Gas Bldg., Chicago

New York Pittsburgh St. Louis

BUSINESS OPPORTUNITIES

FOR SALE

Half or entire interest in new band mill. Fine tract of oak and red gum timber. Best lumber proposition in the South. Address Box 762, care HARDWOOD RECORD.

FOR SALE

Band sawmill and timber, capacity 40,000 ft. 80 Million ft. of fir, yellow pine, and sugar pine, located in Mendocino Co., California. Sawmill can be bought with or without timber. Will sell half interest to a practical lumberman who can build and operate mill. Easy terms to right party. R. K. LARSEN, 2830 E. 14th St., Oakland Calif.

AN INTERESTING PROPOSITION

Having control of 20,000 acres of Virgin timber and mill in N. C. on very reasonable stumpage terms, I require \$25,000.00 capital for operating. For the use of which will pay liberally in stock of the company to be organized. Timber 60% Hardwood, balance White and Yellow Pine. Experienced in manufacturing and marketing. Address Box 761, care HARDWOOD RECORD.

EASY PAYMENT TIMBER LAND INVESTING OPPORTUNITY

\$5,000 cash, balance nothing to pay but the 6 per cent interest and taxes for nine years buys for \$46,100 1,420-acre plantation of which 1,300 acres is in fine timber, running 6,000 feet per acre, mostly gum, oak, cypress, ash. Land rich ridge and slough well drained. Collapsed conditions, and owner's financial strain makes buyer's opportunity. 14 miles from St. Joseph railroad station, but will be within half mile of coming timber company railroad, two miles to be gravel road, three miles navigable river. Good for operator or just investor as timber will sell in three or four years what land and timber both now cost. For any particulars desired write soon to EDGAR W. WHITE-MORE, St. Joseph, La.

LUMBER WANTED

WANTED TO BUY

1 car 2x2—27 to 30" Clear Dry Oak Squares.
1 car 2 1/2x2 1/2—27 to 30" Clear Dry Oak Squares.

THE PROBST LUMBER CO, Cincinnati, Ohio.

WANTED

150,000' mill run locust sawn full 7/4 f. o. b. Front Royal, Va., rate of freight. Address Box 752, care HARDWOOD RECORD.

WANTED

Beech & H. Maple squares in the rough, straight grained.

1—1/16"—42-48 and 54" long.

1—1/4" 42" long only.

Address Box 763, care HARDWOOD RECORD.

WANTED TO BUY

1 car 15 M pcs. 5/8x10"—40" Dry Soft Yellow Poplar S2S to 1/2x10" exact, free from excessive sap, clear one face. Bundled and stencilled for export. THE PROBST LUMBER CO., Cincinnati, O.

WANTED TO BUY

1 car Clear Dry Qtd. Red Oak.
1400 pcs. 1x4 1/2—18 1/4" Qtd.
2000 pcs. 1x4 7/8—18 1/4" Qtd.
5000 pcs. 1x5 1/8—21 1/2" Qtd.
6000 pcs. 1x5 3/4—21 1/2" Qtd.
Prefer having cut from dry lumber.

THE PROBST LUMBER CO., Cincinnati, Ohio.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

ENEERS FOR SALE

HARDWOOD BURL

Have just landed here a sample shipment of a foreign hardwood burl that has a beautiful figure red color and is highly aromatic. Just the thing for highest class furniture, fancy boxes, etc., where high figure, pretty color and agreeable aroma are desired. Would be pleased to hear from parties interested. J. H. DIECKMANN, JR.

HARDWOODS AND CABINET WOODS
110 SUTTER STREET
SAN FRANCISCO, CALIFORNIA

LOGS FOR SALE

FOR SALE

300,000 ft. Birch in logs. Ready to start sawing under National Rules. Offered as No. 3 Common and Better. Apply P. O. Box 6, Victoriaville, Que., Canada.

LUMBER FOR SALE

HAM & PERKINS, ARLBERG, ARK.

Manufacturers of quartered sawed oak chair backs and seat stock and other lumbers. Send us your quotations.

FOR SALE

Three cars 1" No. 1 and better red and white oak, seven months dry.
ACME BOX COMPANY
Omaha, Nebraska.

FOR SALE

10 cars No. 1 & No. 2 Common second growth Ohio white ash, 6/4 & 8/4, 7 & 8' long dry. **S. N. BROWN & CO.**, Dayton, Ohio.

FOR SALE—MAPLE AND ELM LUMBER

Two cars 10/4 Soft Elm, dry and nice.
One car 10/4 Hard Maple, dry and nice.
Also 12/4 and 16/4 Maple and 4/4" to 8/4" White Maple, end dry.
One car 4/4 Q.S. White Oak, largely dry and good.

Five cars 4x4 Hardwood Blocking.
G. S. STEWART COMPANY, Norwalk, O.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

FOR SALE—CEDAR

15,000' 1" thick Filth sawn
45,000' 1 1/2" thick Filth sawn
42,000' 1 1/2" thick Filth sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, **HARDWOOD RECORD**.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1.8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

THIS STOCK IS AT OUR LENOX, KY., MILL

And noted for its soft texture, high grade, choice widths and lengths
Band Saw

2 cars 4/4 No. 1 Common and Selects White Oak.
5 cars 4/4 No. 2 Common White Oak.
18 cars 4/4 Sound Wormy White Oak.
15 cars 4/4 SSE Export Oak.
5 cars 4/4 No. 2 Common Red Oak.
1 car 4/4 No. 3 Common National Poplar.
4 cars 4/4 No. 2 B Common Poplar.
9 cars 4/4 Sound Wormy Chestnut.
11 cars 4/4 No. 3 Common Chestnut.
1 car 4/4 No. 2 Common & Better Beech.
2 cars 4/4 Log Run Gum.
5 cars 6/4 No. 2 Common & Better Hickory.
3 cars 6x8x8 White Oak Ties.
2 cars 6x8x8 Red Oak Ties.
3 cars 7x9x9-16 White Oak Ties.
3 cars 7x9-16 Mixed Oak Ties.
Circular Saw
1 car 4/4 No. 1 Common & Selects Poplar.
1 car 6/4 No. 2 Common & Better Hickory.
1 car 4/4 Sound Wormy Chestnut.
1 car 4/4 No. 3 Common Chestnut.

Ask us for prices.

AMERICAN LUMBER MFG. CO.,
Pittsburgh, Pa.

MAHOGANY FOR SALE

FOR SALE PHILIPPINE MAHOGANY

Best quality, prompt shipment direct from mill. C. I. F. Quotations any port. **ORIENT TRADING COMPANY**, 518 East Pike St., Seattle, Washington.

PLANTS FOR SALE

FOR SALE

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care **HARDWOOD RECORD**.

FOR SALE

Double band Allis saw-mill, shingle and lath mill, with planing mill, all complete and in first-class operating condition; also logging equipment. Having cut out our timber holdings at Vacherie, La., where plant is located, are offering this property for sale. **S. T. ALBUS & CO., Ltd.**, New Orleans, La.

WRITE

Hardwood Record
for information about the
Bulletin Service

MISCELLANEOUS

Send us your orders for flooring, ceiling, siding, lath, all kinds of crating, boxes and shooks. Also mouldings. Quick service for the retail lumber dealer. **GREENSVILLE BLDG SUPPLIES CO.**, Drawer U, N. Emporia, Va.

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn

Loose Leaf Tally Books

TALLY SHEETS With WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other Supplies Will Be Sent on Request

FRANK R. BUCK & CO.

2133 Kenilworth Ave. CHICAGO, ILL.

LUMBER FOR SALE

Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

4/4-16/4" Nos. 2 & 3	8/4" Select & Better
BEECH	4/4" No. 1 Shop
4/4" Log Run, 40% 14' & 16', 75% No. 1 & Btr.	8/4" No. 1 Common
COTTONWOOD	1" No. 2 Common
1" Box Bds., 9-17", 40% 14' & 16' Band Saw	8/4" No. 2 Common
1" FAS Band Saw	YELLOW CYPRESS
1" No. 1 Com., Bd. Saw	4/4" No. 1 Com., 1x10", 60% 14' & 16'
1" Log Run, 75% No. 1 & B.	ELM
RED CYPRESS	10/4" Log Run, 75% No. 1 & Better
1" Select and Better	

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY ARCADE BUILDING, ST. LOUIS, MO.

Northern Office: Lumber Exchange, Chicago. Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Southern Office: Central Bank Bldg., Memphis, Tenn. Mills: Drew, Miss.; Osceola, La.; Lake City, Fla.

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

KINDLY SEND US YOUR INQUIRIES
for

Hardwoods and White Pine

VENEERS FOR SALE

OHIO VENEER COMPANY
Manufacturers & Importers
FOREIGN VENEERS
 2624-34 COLERAIN AVENUE
 CINCINNATI, OHIO

FOREIGN DEPARTMENT

J. F. Mueller & Son Co.
 Estab. 1795 **HAMBURG 27** Incorp. 1916
 Cable Address: HolzmueLLer, Hamburg
WOOD BROKERS & AGENTS

FOREIGN DEPARTMENT

CHR. BRUUN
Dealer and Agent in
Hardwood and Pine Lumber and Logs
HELLERUP-COPENHAGEN
DENMARK
 Present address to Nov. 15, Hotel Aster, New York, N. Y.
 Cable Address: "Mahogany"

HARDWOODS FOR SALE

ASH

LOG RUN, 4/4-8/4", 8 mos. dry. **ANDES NICELY LBR. CO.**, Knoxville, Tenn.
NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.
LOG RUN, 4/4, 5/4, ran. width, 50-60% 14 & 16", 6 mos. & over dry. **BREECE MFG. CO.**, Portsmouth, O.
LOG RUN, 10/4", **BROWN-EVERTS LBR. CO.**, Memphis, Tenn.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 10-12 mos. dry. **BUFFALO HARDWOOD LBR. CO.**, Buffalo, N. Y.
NO. 2 & BTR., 4/4", all wdths. & lgths., 13 mos. dry; **NO. 1 & BTR.**, 6/4", all wdths. & lgths., 13 mos. dry. **CHAS. GILL LBR. CO.**, Wausau, Wis.
COM. & BTR., 4/4-12/4", **KRAETZER-CURED LBR. CO.**, Greenwood, Miss.
NO. 2 & BTR., 4/4, 5/4, 8/4", good wdths. & lgths., 4 mos. dry. **P. J. LAWRENCE LBR. CO.**, St. Louis, Mo.
ALL GRADES, 5/8-16/4". **MALEY & WERTZ LBR. CO.**, Evansville, Ind.
NO. 1 & 2 C., brown, 4/4; **NO. 3 C.**, brown, 4/4". **MASON-DONALDSON LBR. CO.**, Rhinelander, Wis.
FAS, white, 4/4-16/4"; **NO. 1 C.**, white, 4/4, 5/4, 6/4"; **NO. 1 C. & BTR.**, 8/4"; **NO. 2 C.**, 4/4, 5/4, 6/4". **E. SONDEHEIMER CO.**, Memphis, Tenn.
NO. 2 C. & BTR., & **NO. 3 C.**, 4/4", reg. wdths. & lgths., all dry. **STEARNS & CULVER LBR. CO.**, L'Anse, Mich.
COM. & BTR., 4/4-16/4". **J. V. STIMSON & CO.**, Owensboro, Ky.
NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry. **SWAIN-ROACH LBR. CO.**, Seymour, Ind.
NO. 1 C. & BTR., 10/4, 12/4", good wdths. & lgths., 2 yrs. dry. **TAYLOR & CRATE**, Buffalo, N. Y.
FAS, **NO. 1 C. & SEL.**, both 4/4", reg. wdths. & lgths.; **LOG RUN**, 6/4", reg. wdths. & lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.
FAS, 4/4, 5/4", reg. wdths. & lgths., 3-4 mos. dry; **NO. 1 C. & BTR.**, 4/4-16/4", reg. wdths. & lgths., 6 mos. dry; **NO. 1 C.**, 4/4-12/4", reg. wdths. & lgths., 6 mos. dry; **NO. 2 C.**, 4/4-8/4", reg. wdths. & lgths., 6 mos. dry. **JOHN M. WOODS LBR. CO.**, Memphis, Tenn.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & std. lgths., 1-2 yrs. dry, good text, northern. **YEAGER LBR. CO.**, Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.
NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths. **BUFFALO HARDWOOD LBR. CO.**, Buffalo, N. Y.
NO. 1 & BTR., & **SEL.**, both 5/4", dry; **FAS**, 4/4", dry; **NO. 2 C.**, 8/4", dry. **CHAS. W. FISH LBR. CO.**, Elcho, Wis.
NO. 2 & BTR., 6/4", all wdths. & lgths., 13 mos. dry. **CHAS. GILL LBR. CO.**, Wausau, Wis.
FAS, 1x12" & up, all wdths. and lgths., yr. dry. **MAISEY & DION**, Chicago, Ill.
FAS, **NO. 1 C.**, **NO. 2 C.**, **NO. 3 C.**, all 4/4"; **NO. 2 C. & BTR.**, 5/4"; **NO. 3 C.**, 5/4"; **NO. 1 C. & BTR.**, 6/4"; **NO. 2 C.**, 8/4". **MASON-DONALDSON LBR. CO.**, Rhinelander, Wis.
FAS, **NO. 1 C.**, **NO. 2 C.**, **NO. 3 C.**, all 4/4", reg. wdths. & lgths., dry. **W. M. RITTER LBR. CO.**, Columbus, O.
NO. 1 C., **NO. 2 C.**, **FAS**, all 4/4", reg. wdths. & lgths., all dry. **STEARNS & CULVER LBR. CO.**, L'Anse, Mich.
NO. 2 C. & BTR., 4/4-8/4", 1-2 yrs. dry. **TAYLOR & CRATE**, Buffalo, N. Y.

BEECH

LOG RUN, 6/4", 8 mos. dry. **ANDES NICELY LBR. CO.**, Knoxville, Tenn.
NO. 2 C. & BTR., 4/4, 5/4, 8/4, 10/4, 12/4",

60% 14 & 16", 6 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.**, Memphis, Tenn.
LOG RUN, 4/4-8/4". **J. V. STIMSON & CO.**, Owensboro, Ky.
LOG RUN, 5/8", reg. wdths. & lgths., dry. **SWAIN-ROACH LBR. CO.**, Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.
FAS, 10/4", dry; **NO. 1 & BTR.**, 5/4, 10" & wider, dry; **NO. 1 & BTR.**, 8/4", dry. **CHAS. W. FISH LBR. CO.**, Elcho, Wis.
FAS, **SEL.**, both 4/4", reg. wdths. & lgths., yr. dry; **NO. 1 & BTR.**, 8/4", reg. wdths. & lgths., yr. dry. **FOSTER-LATIMER LBR. CO.**, Mellen, Wis.
NO. 1 & BTR., 5/4, 6/4", all wdths. & lgths., yr. dry. **CHAS. GILL LBR. CO.**, Wausau, Wis.
NO. 1 C., 3/4", all wdths. & lgths., 18 mos. dry; **NO. 1 C.**, 3/4", all wdths. & lgths., kiln dried. **MAISEY & DION**, Chicago, Ill.
NO. 1 & 2 C., 8/4"; **NO. 3 C.**, 4/4, 5/4, 6/4"; **NO. 2 C.**, 1x5" & wider, 5/4 & 6/4"; **NO. 1 C. & SEL.**, 1x5 & wider, & 5/4 & 6/4"; **STRIPS**, 1x4", 1 & 2 face clear. **MASON-DONALDSON LBR. CO.**, Rhinelander, Wis.
NO. 1 C., **NO. 2 C.**, **NO. 3 C.**, all 4/4", reg. wdths. & lgths., dry; **NO. 1 C. & BTR.**, 8/4", reg. wdths. & lgths., dry. **STEARNS & CULVER LBR. CO.**, L'Anse, Mich.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LBR. CO.**, Buffalo, N. Y.
NO. 1 C., 4/4, 8/4". **KOSSE, SHOE & SCHLEYER CO.**, St. Bernard, O.
NO. 2 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., 2 yrs. dry. **TAYLOR & CRATE**, Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 5/4-8/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LBR. CO.**, Buffalo, N. Y.
NO. 2 C. & BTR., 4/4", 6 mos. dry. **FAR-RAGUT LBR. CO.**, Knoxville, Tenn.
NO. 1 C. & BTR., 25% **FAS**, 4/4, 6/4", good wdths., 50% 14 & 16", yr. dry; **SD. WORMY**, 4/4", good wdths., 40% 14 & 16". **W. Va.** band sawn, 8 mos. dry; **SD. WORMY**, 6/4, 8/4", good wdths., 40% 14 & 16". **N. C.** stock, yr. dry; **SD. WORMY**, 4/4", good wdths., 35% 14 & 16". **N. C.** stock, yr. dry. **GEO. D. GRIFFITH & CO.**, Chicago, Ill.
NO. 1 C. & SEL., 4/4"; **NO. 2 C. & SD. WORMY**, 4/4". **KIMBALL & KOPCKE CO.**, Knoxville, Tenn.
SD. WORMY, 4/4", all wdths. & lgths., 10 mos. dry. **MAISEY & DION**, Chicago, Ill.
SD. WORMY qtd., 4/4" & up, reg. lgth., dry; **FAS**, **NO. 1 C.**, **NO. 2 C.**, **NO. 3 C.**, all 4/4", reg. wdths. & lgths., dry; **SD. WORMY**, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry. **W. M. RITTER LBR. CO.**, Columbus, O.
COM. & BTR., 4/4". **J. V. STIMSON & CO.**, Owensboro, Ky.
SD. WORMY, **NO. 2 C.**, 8/4", 2 yrs. dry. **TAYLOR & CRATE**, Buffalo, N. Y.
NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

COTTONWOOD

NO. 1 C. & SEL., **LOG RUN**, both 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. **BREECE MFG. CO.**, Portsmouth, O.
NO. 1 C., 4/4", 6-12". **GRISMORE-HYMAN CO.**, Memphis, Tenn.
NO. 1 & 2 C., 4/4". **KRAETZER-CURED LBR. CO.**, Greenwood, Miss.
FAS, 4/4, 5/4, 6/4"; **NO. 1 C.**, 4/4, 6/4";

NO. 2 C., 4/4, 6/4"; **NO. 1 & 2 C.**, 5/4". **E. SONDEHEIMER CO.**, Memphis, Tenn.
BX. BDS., 4/4", 13-17", 9-12", reg. lgths.; **FAS**, 4/4", 6-12", reg. lgths.; **NO. 2 C.**, **NO. 1 C. & SEL.**, both 4/4", reg. wdths. & lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.

CYPRESS

NO. 1 SHOP & BTR., 6/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. **BREECE MFG. CO.**, Portsmouth, O.
NO. 1 SHOP, **NO. 1 C.**, **NO. 2 C.**, soft yellow, all 4/4"; **NO. 1 SHOP**, soft yellow, 5/4". **GRISMORE-HYMAN CO.**, Memphis, Tenn.
SHOP & BTR., 4/4, 5/4", **KRAETZER-CURED LBR. CO.**, Greenwood, Miss.
FAS, 4/4", 8/4"; **SEL.**, 4/4"; **NO. 1 C.**, 1x4, 6, 8, 10, 12"; **NO. 2 C.**, 1x4 to 12"; **SEL. & SHOP**, 6/4"; **PECKY**, 8/4"; **NO. 1 & 2 C.**, 2x6"; **SEL. & BTR.**, 10/4, 12/4, 16/4". **E. SONDEHEIMER CO.**, Memphis, Tenn.
SEL., **NO. 1 SHOP**, **NO. 1 C.**, **NO. 2 C.**, all 4/4", reg. wdths. & lgths.; **NO. 1 C.**, 4/4", 6, 8, 10", reg. lgths.; **NO. 2 C.**, 4/4", 6, 8, 10, 12", reg. lgths.; **NO. 2 C.**, 5/4", reg. wdths. & lgths.; **SELS.**, **NO. 1 SHOP**, **NO. 1 C.**, all 6/4", reg. wdths. & lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.
NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., 3 mos. or over dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.
NO. 2 C. & BTR., 5/4, 6/4, 12/4". **BELL-GRADE LBR. CO.**, Memphis, Tenn.
LOG RUN, 6/4, 10/4, 12/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. **BREECE MFG. CO.**, Portsmouth, O.
NO. 2 C. & BTR., 4/4-12/4". **DICKSON-LAMBERT LBR. CO.**, Memphis, Tenn.
NO. 2 & BTR., 4/4" reg. wdths. & lgths., yr. dry; **NO. 2 & BTR.**, 5/4" reg. wdths. & lgths., 14 mos. dry; **NO. 2 & BTR.**, 6/4", largely **NO. 1 C.**, reg. wdths. & lgths., 15 mos. dry; **NO. 1 & BTR.**, 8/4", reg. wdths. & lgths., 6 mos. dry; **NO. 1 & BTR.**, 10/4", reg. wdths. & lgths., yr. dry. **FOSTER-LATIMER LBR. CO.**, Mellen, Wis.
LOG RUN, 4/4-12/4". **KRAETZER-CURED LBR. CO.**, Greenwood, Miss.
LOG RUN, 4/4, 5/4, 6/4, 8/4", good wdths. & lgths., 4 mos. dry. **P. J. LAWRENCE LBR. CO.**, St. Louis, Mo.
NO. 2 C. & BTR., 4/4, 8/4"; **NO. 3 C.**, 4/4"; **NO. 1 & 2 C.**, 6/4". **MASON-DONALDSON LBR. CO.**, Rhinelander, Wis.
NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry; **NO. 3 C.**, 4/4", reg. wdths. & lgths., dry. **STEARNS & CULVER LBR. CO.**, L'Anse, Mich.
LOG RUN, 4/4-16/4". **J. V. STIMSON & CO.**, Owensboro, Ky.
LOG RUN, 4/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry. **SWAIN-ROACH LBR. CO.**, Seymour, Ind.
NO. 2 C. & BTR., 8/4-16/4", 2 yrs. dry. **TAYLOR & CRATE**, Buffalo, N. Y.
NO. 2 & BTR., 4/4, 6/4", reg. wdths. & lgths., 8-12 mos. dry. **WHEELER-TIMLIN LBR. CO.**, Wausau, Wis.
LOG RUN, 4/4", reg. wdths. & lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

ELM—ROCK

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. **BREECE MFG. CO.**, Portsmouth, O.
NO. 2 & BTR., 4/4, 6/4", reg. wdths. & lgths., 8-12 mos. dry. **WHEELER-TIMLIN LBR. CO.**, Wausau, Wis.

HARDWOODS FOR SALE

GUM—PLAIN RED

NO. 1 C., 1 1/4, 5/4, 6/4, reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 5/4-8/4, BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & 4/4, THEO. FATHAUER CO., Chicago, Ill.

FAS, 4/4, JOHN HANSEN LBR. CO., 1118 Lumber Exchange Bldg., Chicago, Ill.

COM. & BTR., 4/4-6/4, KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C. & BTR., 4/4, good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4, all wdths. & lgths., 18 mos. dry; NO. 1 C., 4/4, all wdths. & lgths., kiln dried. MAISEY & DION, Chicago, Ill.

NO. 1 C., 4/4, reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, reg. wdths. & lgths., 3 mos. and over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 5/4-8/4; NO. 1 C. & BTR. SND., 4/4-16/4, BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4, ran. wdths., 50-60% 14 & 16, 6 mos. & over dry. BRECE MFG. CO., Portsmouth, O.

NO. 1 C., 8/4, BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, THEO. FATHAUER CO., Chicago, Ill.

FAS, 8/4, JOHN HANSEN LBR. CO., 1118 Lumber Ex. Bldg., Chicago, Ill.

COM. & BTR., 4/4-8/4, S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.

COM. & BTR. SND., 5/4, 6/4, 8/4, 10/4, reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4, 8/4, reg. wdths. & lgths., 3 mos. and over dry; NO. 1 C. & BTR., pl., 3/4, 4/4, 5/4, 6/4, reg. wdths. & lgths., 3 mos. and over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 3 C. & BTR., pl., 4/4-8/4; NO. 1 C. & BTR., qtd., 4/4-16/4, BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C., pl., 4/4, ran. wdths., 50-60% 14 & 16, 6 mos. & over dry; DOG BDS., 5/4, ran. wdths., 50-60% 14 & 16, 6 mos. dry; LOG RUN, qtd., 8/4, ran. wdths., 50-60% 14 & 16, 6 mos. & over dry. BRECE MFG. CO., Portsmouth, O.

FAS, 4/4, 5/4; NO. 1 C., 4/4, BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8, 4/4, 5/4, DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & SELS., 4/4, THEO. FATHAUER CO., Chicago, Ill.

NO. 2, 4/4, JOHN HANSEN LBR. CO., Chicago, Ill.

NO. 2 COM. & BTR., 4/4-6/4, KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4, good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 & BTR., 4/4, 6/4, 8/4, good wdths., 60% 14 & 16, 6 mos. dry, band sawn; NO. 2 & BTR., qtd., 4/4, 6/4, 8/4, good wdths., 60% 14 & 16, 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4, reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., 4/4, ran. wdths., 50-60% 14 & 16, 6 mos. & over dry; NO. 2 C., tupelo, 4/4, ran. wdths., 50-60% 14 & 16, 6 mos. & over dry. BRECE MFG. CO., Portsmouth, O.

LOG RUN, tupelo, 4/4; NO. 1 C. & BTR., sap & red, 4/4, 5/4, 6/4; NO. 1 C. & BTR., qtd. sap & red, 4/4, 5/4, 6/4, GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., fig. red, 4/4, THEO. FATHAUER CO., Chicago, Ill.

NO. 2 TUPELO, 5/4, JOHN HANSEN LBR. CO., Chicago, Ill.

NO. 2 & BTR., black, 4/4, good wdths. & lgths., 4 mos. dry; NO. 2 & BTR. DOG BDS., 6/4, 8/4, good wdths. & lgths., 4 mos. dry; NO. 2 & BTR., tupelo, 4/4, good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, ALL THICKNESSES. MA-

LEY & WERTZ LBR. CO., Evansville, Ind.
COM. & BTR., R. or S., 4/4-8/4, J. V. STIMSON & CO., Owensboro, Ky.

HACKBERRY

LOG RUN, 5/4, ran. wdths., 50-60% 14 & 16, 6 mos. & over dry. BRECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4, good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HICKORY

LOG RUN, 6/4, ANDES-NICELY LBR. CO., Knoxville, Tenn.

LOG RUN, pecan, 6/4, 8/4, BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4 (hickory and pecan), ran. wdths., 50-60% 14 & 16, 6 mos. & over dry. BRECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4-12/4, reg. wdths. & lgths., 10-12 mos. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 3 & BTR., 6/4, good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 1 C., 4/4-16 1/4, J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 8/4, reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

MAGNOLIA

NO. 1 & BTR., 4/4, JOHN HANSEN LBR. CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4, 8/4, good wdths., 60% 14 & 16, 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAHOGANY

NO. 2 C. & BTR., Mexican, 4 1/4, 5 1/4, 6 1/4, 8 1/4, KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4, good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4, reg. wdths. & lgths. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 8/4, DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 12/4, dry. CHAS. W. FISH LBR. CO., Elcho, Wis.

FAS, 8/4, 6" & wider, 8" & longer, yr. dry; NO. 1 & BTR., 10/4, 5" & wider, 6" & longer, yr. dry; NO. 1 & BTR., 16/4, 5" & wider, 8" & longer, yr. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 & 2 C., 4/4, 10/4; NO. 3 C., 4/4, 6 1/4; NO. 2 C. & BTR., 5/4, 10/4; NO. 1 C. & SEL., 6/4, 8/4; NO. 2 C., 8/4, 6/4, MASON-DONALDSON LBR. CO., Rhineland, Wis.

FAS, with 30% SEL., 4/4, reg. wdths. & lgths., dry; NO. 3 C., 4/4, reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4, reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 10/4, 12/4, reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 6/4, 12/4, 2 yrs. dry. TAYLOR & CRATE, Buffalo, N. Y.

NO. 1 & BTR., 6/4, 10/4, reg. wdths. & lgths., 8-12 mos. dry; NO. 3, 4/4-6 1/4, reg. wdths. & lgths., 8-10 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4-16/4, reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 & BTR., 4/4, dry. CHAS. W. FISH LBR. CO., Elcho, Wis.

LOG RUN, 4/4, 8/4, good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4, MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 2 C. & BTR., 4/4, 8/4, reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4-16/4, J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 10/4, reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, good wdths. & lgths., band sawn, 2 yrs. dry. TAYLOR & CRATE, Buffalo, N. Y.

LOG RUN, 4/4, reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

OAK—PLAIN RED

ALL GRADES, 4/4, 8 mos. dry. ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 3/4-10 1/4, reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 4/4-16/4, reg. wdths. & lgths., 10-12 mos. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 5/8 & 3/4, DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 5/4, GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6 mos. dry. FARRAGUT LBR. CO., Knoxville, Tenn.

NO. 1 C., 4/4, GRISMORE-HYMAN CO., Knoxville, Tenn.

LOG RUN, 4/4-6/4, KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 3/4, 4/4, reg. wdths. & lgths.; NO. 2 C., 5/8, reg. wdths. & lgths., 5 mos. dry; NO. 2 C., 3/4, 4/4, reg. wdths. & lgths. LAMB-FISH HARDWOOD CO., Charleston, Miss.

NO. 1 C., 6 1/4, all wdths. & lgths., kiln dried. MAISEY & DION, Chicago, Ill.

ALL GRADES, 1/2-8/4, MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., 4/4, reg. wdths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

ALL GRADES, 3/4-16/4, J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & SELS., 8/4, reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 3/4, reg. wdths. & lgths.; NO. 1, 5/8, 4/4, 5/4, 6/4, reg. wdths. & lgths.; NO. 2, 4/4, reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C., 4/4, 5/4, 6/4, reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C., 4/4, BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, NO. 1 C., both 4/4, THEO. FATHAUER CO., Chicago, Ill.

FAS, 4/4, 6-10, KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

LOG RUN, 4/4, 6/4, KRAETZER CURED LUMBER CO., Charleston, Miss.

ALL GRADES, 1/2-8/4, MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, 3/4-8/4, J. V. STIMSON & CO., Owensboro, Ky.

FAS, NO. 1 C., both 4/4, 5/4, 6/4, reg. wdths. & lgths.; NO. 2 C., 4/4, reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

ALL GRADES, 4/4, 8 mos. dry. ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., 4/4-16/4, reg. wdths. & lgths. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & SELS., 5/8; NO. 2 C. & SEL., 5/8, DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8, 4/4, 6/4, DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6 mos. dry. FARRAGUT LBR. CO., Knoxville, Tenn.

NO. 1 C., 4/4, GRISMORE-HYMAN CO., Memphis, Tenn.

LOG RUN, 4/4-6/4, KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 3 C., 4/4, reg. wdths. & lgths. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 1 C., 4/4, all wdths. & lgths., kiln dried; NO. 1 C., 8/4, all wdths. & lgths., yr. dry. MAISEY & DION, Chicago, Ill.

ALL GRADES, 1/2-8/4, MALEY & WERTZ LBR. CO., Evansville, Ind.

SELS, NO. 1 C., both 4/4, reg. wdths. & lgths., dry; NO. 1 C., 5/4, 6/4, reg. wdths. & lgths., dry; NO. 2 C. & 3 C., both 4/4, reg. wdths. & lgths., dry. SD. WORMY, 4/4, reg. wdths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

ALL GRADES, 5/8-16/4, J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & SEL., NO. 2 C., both 4/4, reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 5/8, 4/4, 5/4, 6/4, reg. wdths. & lgths.

CHICAGO



The World's Greatest Lumber and Woodworking Center

John Hansen Lumber Co.

(NOT INC.)

1118 LUMBER EXCHANGE BLDG.
PHONES: RANDOLPH 532 AND 533

Southern and Northern Hardwoods

All Grades and Thicknesses for Box Purposes

QUARTERED WHITE OAK		QUARTERED RED GUM	
4/4" 1st & 2nd.....	2 cars	8/4" 1st & 2nd.....	2 cars
4/4" No. 1 Common.....	2 cars	8/4" No. 1 Common.....	2 cars
RED GUM		MAGNOLIA	
4/4" 1st & 2nd.....	2 cars	4/4" No. 1 Com. & Btr....	4 cars
1, 1" No. 1 Common.....	5 cars	POPLAR	
		ALL GRADES & THICKNESSES	

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MANUFACTURERS
HARDWOOD LUMBER

4/4" No. 1 Common Cypress.....	10 Cars
4/4" Log Run Soft Elm.....	5 Cars
Each 8/4" and 10/4" Soft Elm.....	3 Cars
Each 8/4" and 10/4" Soft Maple.....	2 Cars
4/4" No. 3 Common Gum.....	10 Cars
4/4" No. 3 Common Oak.....	10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.....	10 Cars

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Hardwood Lumber

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CLARENCE BOYLE

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AND WHOLESALEERS

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and Cypress

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CANAL 1830
CANAL 1831
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SEVERAL THOUSAND LUMBERMEN

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HARDWOOD RECORD

CHICAGO

lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4-6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 5/8, 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-8/4". DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4". JOHN HANSEN LUMBER CO., Chicago, Ill.

FAS, 3/8, 5/8, 6-10"; NO. 1 C., 3/8, 1/2, 5/8, 3/4, 6/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

ALL GRADES, 1/2-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, NO. 1 C., both 4/4", reg. wdths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

ALL GRADES, 1/2-8/4". J. V. STIMSON & CO., Owensboro, Ky.

FAS, 3/4, 4/4"; CL. STRIPS, 4/4x2-3 1/2", 4/4x 5-5 1/2", 4/4x4-4 1/2"; NO. 1 C., 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 3 C., pl. mixed, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

SD. COM., NO. 3 COM., plain, both 4/4", ran. wdth., 6 mos. & over dry; SOUND WORMY, plain, 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 3 C., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 3 C., pl. R. & W., 4/4"; NO. 3 C., qtd. R. & W., 4/4". THEO. FATHAUER CO., Chicago, Ill.

FAS, NO. 1 C., NO. 2 C., SD. WORMY, pl., all 4/4". KIMBALL & KOPCKE CO., Knoxville, Tenn.

NO. 3 C., pl. R. & W., reg. wdths. & lgths. LAMB-FISH HDWD CO., Charleston, Miss.

NO. 3 & BTR., 4/4", good wdths. & lgths., 4 mos. dry; NO. 1 & BTR., SD. WORMY, 4/4", good wdths. & lgths., 4 mos. dry; DOG BDS., NO. 2 & BTR., 6/4, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., pl. & qtd., white, 4/4, 5/4, 6/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn; NO. 2 C. & BTR., pl. & qtd., red, 4/4, 5/4, 6/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., qtd. & pl., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., pl., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

POPLAR

NO. 1 C. & BTR., 4/4-12/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4". DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", 6 mos. dry. FARRAGUT LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., 4/4"; NO. 2 C. A., 4/4". KIMBALL & KOPCKE CO., Knoxville, Tenn.

NO. 2 C. & BTR., pl., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn; NO. 2 C. & BTR., qtd., 4/4, 6/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., NO. 3 C., both 4/4", reg. wdths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

ALL GRADES, 5/8-8/4". J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

SYCAMORE

LOG RUN, 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, qtd., 5/8-4/4". J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

WALNUT

ALL GRADES, 5/8-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4/4", 6-10", 6 & 7", 8 mos. dry; FAS, 4/4", 10" and up, 6 & 7", 8 mos. dry; FAS, 4/4", 6-10", 8 & 9", 10 mos. dry; FAS, 4/4", 6-10", 8-16", 6 mos. dry; FAS, 4/4", 5/4", 10/4", 6-10", 8-16", 8 mos. dry; FAS, 5/4", 6-10", 6 & 7", 6 mos. dry; FAS, 5/4", 6-10", 6 & 7", 6-10 mos. dry; FAS, 6/4", 6-10" & 10" and up, 8-16", 8 mos. dry; FAS, 8/4", 6-10", 8-16", 8 mos. dry; FAS, 8/4", 10/4", 10" and up, 8-16", 10 mos. dry; FAS, 12/4", 6-10" and 10" and up, 8-16", 15 mos. dry; NO. 1 C., 5/8", 5/4", 8/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 4/4, 6/4", reg. wdths. & lgths., 6-10 mos. dry; SEL., 4/4", reg. wdths. & lgths., 6 mos. dry; SEL., 5/4", 8/4", reg. wdths. & lgths., 8 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 5/4", 8/4", reg. wdths. & lgths., 6-10 mos. dry; NO. 2 C., 6/4", reg. wdths. & lgths., 8 mos. dry; SEL., 6/4", reg. wdths. & lgths., 10 mos. dry. FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

ALL GRADES, 5/8-8/4". J. V. STIMSON & CO., Owensboro, Ky.

WILLOW

BOX BDS., 1x13-17"; FAS, 4/4"; NO. 1 C., NO. 2 C., both 4/4"; NO. 2 C. & BTR., 5/4, 6/4, 8/4". E. SONDHEIMER CO., Memphis, Tenn.

MISCELLANEOUS

FLOORING

OAK

ALL GRADES. ANDES-NICELY LBR. CO., Knoxville, Tenn.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

COM. & BTR. SD. WORMY, 4/4", reg. wdths. & lgths.; CORE STOCK, 4/4", reg. wdths. & lgths. LAMB-FISH HDWD. CO., Charleston, Miss.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

WALNUT

HALF ROUND & ROTARY CUT, SLICED; also BUTTS. THE FREIBERG MAHOAGANY CO., Cincinnati, O.

1/20-1/2". HOFFMAN BROS. CO., Ft. Wayne, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

CROSS BANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

THREE PLY, 1/4x24x48, G2S; FIVE PLY, 3/4x36x72, G1S, 3/4x24x72, G2S, 3/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

OAK

PLAIN RED, FIVE PLY, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x60, 2S, 3/4x30x60, 2S, 3/4x24x72, 2S, 3/4x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 1)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-11-79) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at **CAMP RUN, PICKENS and RICHWOOD,**
WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 1) 150,000 ft. 1 1/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 9)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 19)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 61)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer **Jerome, ARKANSAS**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 79)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 66)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 10)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 28)
W. M. Ritter Lumber Company
Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units
Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 77)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 8)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 48)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A, B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 9)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, **Memphis TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 76)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer **Seymour, INDIANA**

(*See page —)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 65)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 39)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 80)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

We Offer for Quick Shipment

BEECH

5/8" No. 2 C. & B.	20M	150M
1" No. 2 Com.	32M	18M
1 1/2" No. 2 C. & B. (full log run)	62M	
5/8" No. 3 Com.	100M	4M
1" No. 3 Com.	36M	136M
1 1/4" No. 3 Com.	44M	
1 1/2" No. 3 Com.	260M	

BIRCH

1" No. 2 C. & B.	108M	46M
1" No. 2 Com.	29M	
1" No. 3 Com.	14M	28M

BASSWOOD

1" No. 2 C. & B.	380M	89M
1" No. 2 Com.	20M	
1 1/2" Selects & Btr.	2M	
1" No. 1 C. & B., end dried white	14M	
1 1/4" No. 1 C. & B., end dried white	5M	5M
1" No. 3 Com.	27M	36M

SOFT ELM

1" No. 2 C. & B.	8M	199M
2" No. 1 C. & B. (50% or B. FAS)	41M	34M
1" No. 1 C. & B. (75% or B. FAS)		45M
1" No. 3 Com.		83M
1 1/2" No. 3 Com.		39M

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN

A CREDIT BUSINESS

Perfectly Good by Consulting the

RED BOOK

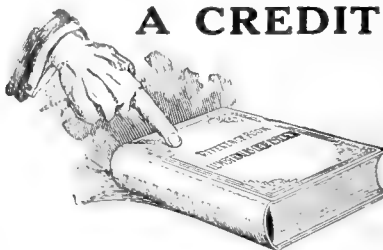
Contains Names and Ratings of

All Who Buy and Sell Lumber in Any Form

SUCCESSFUL COLLECTION DEPARTMENT TOO

Write for terms and particulars

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO NEW YORK



"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

J. RAYNER CO. INCORPORATED

VENEERED PANELS

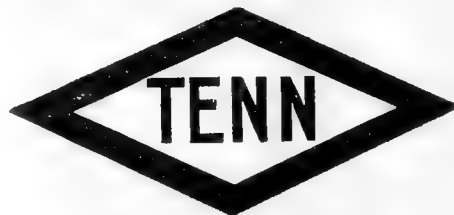
ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
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BRISTOL TRIM

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GUARANTEED

BRISTOL
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LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company
LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

FOR SALE

WE HAVE A GOOD STOCK OF
WHITE ASH

from 5/8" to 16/4" thick. If you are in the market for any grade or thickness,

Write Us

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

WE BUY AND SELL LOG RUN
& STRAIGHT GRADE LUMBERS

We Specialize in

Hardwoods

Dawson Lumber Co.

YARDS AND OFFICE AT LOUISVILLE, KENTUCKY

WIRE OR WRITE FOR PRICES

SHAKESPEARE SAYS:—

"If I lose my honor I lose myself."

We are capitalizing our ability to deliver high grade lumber at attractive prices, our knowledge of the lumber industry from every angle, and the fact that we can render satisfactory service.

We have everything to gain and only our honor to lose so it behooves us to GO STRAIGHT.

R. R. May Hardwood Co.

W. P. Brown & Sons Lumber Company
INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

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FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

"Top-Notch" Fire Insurance



The personnel of our Advisory Committee is a guarantee of merit. It is one of the big reasons for the fine record made since our organization in 1915. Others are: careful selection of risks, manager on a salary basis, no excessive commissions, frequent and efficient Inspection Service. All combine to provide

SAW-MILL INSURANCE
A-T C-O-S-T



We want to see your name on our list of members if you can qualify. Write for particulars, last Financial Statement and Bulletin.

**NATIONAL LUMBER MANUFACTURERS'
INTER-INSURANCE EXCHANGE**

710 Lumber Exchange, Chicago, Illinois

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WHEN THE ABILITY TO SERVE COUNTS MOST

When things are spotty; when your factory is filled up for a couple of weeks and then is practically empty; when even though you *know* lumber is a good buy, you are afraid to stock up and instead place rush orders for just what you need—then is when a time-tried lumber organization with a steadfast record for service and dependability, is a real asset. Our many years experience; our diversified and modern manufacturing facilities and the varied assortment of southern hardwoods, rotary veneers and plywood, are as well adapted to give satisfaction in filling today's hurried needs as in supplying big contracts in more normal times.

Regardless of your position, this organization merits your investigation.

ANDERSON-TULLY CO.
MEMPHIS

Yellow Poplar Lumber Co.

Plain Oak

Quartered Oak

Chestnut Basswood

Oak Flooring

J. V. Stimson Hardwood Co.

Coal Grove, Ohio, U. S. A.

BROWN ASH		1x5" & Wdr. No. 1 Com. & Selects		5/4" No. 2 Com. & Btr.	
4/4" No. 1 & 2 Common	75,000'	5/4" No. 1 Com. & Sel.	175,000'	5/4" No. 1 Com. & Sel.	145,000'
4/4" No. 3 Common	56,000'	4/4" No. 2 Common	140,000'	6/4" No. 2 Common	65,000'
		5/4" No. 3 Common	250,000'	6/4" No. 3 Common	75,000'
BASSWOOD		5/4" No. 1 Com. & Sel.		8/4" No. 1 Com. & Sel.	
4/4" No. 1 Common	60,000'	5/4" No. 2 Common	125,000'	8/4" No. 2 Common	80,000'
4/4" No. 2 Common	75,000'	5/4" No. 3 Common	89,000'	10/4" No. 2 Com. & Btr.	60,000'
4/4" No. 3 Common	92,000'	6/4" No. 1 Com. & Sel.	90,000'		40,000'
4/4" No. 3 Common	67,000'	6/4" No. 2 Common	95,000'	SOFT MAPLE	
4/4" No. 2 Com. & Btr.	85,000'	8/4" No. 2 Common	80,000'	4/4" No. 2 Com. & Btr.	
5/4" No. 3 Common	46,000'	8/4" No. 3 Common	75,000'	SOFT ELM	
6/4" No. 1 C. & B.	65,000'	8/4" No. 1 & 2 Common.	1 car	4/4" No. 2 C. & B.	
8/4" No. 2 Common 1 car		HARD MAPLE		4/4" No. 3 Common	
BIRCH		4/4" No. 1 & 2 Common		250,000'	
1x4" 1&2 F. Cl. Stp. 40,000'		4/4" No. 3 Common		155,000'	
				6/4" No. 1 & 2 C. 1 car	
				8/4" No. 2 C. & B. 30,000'	

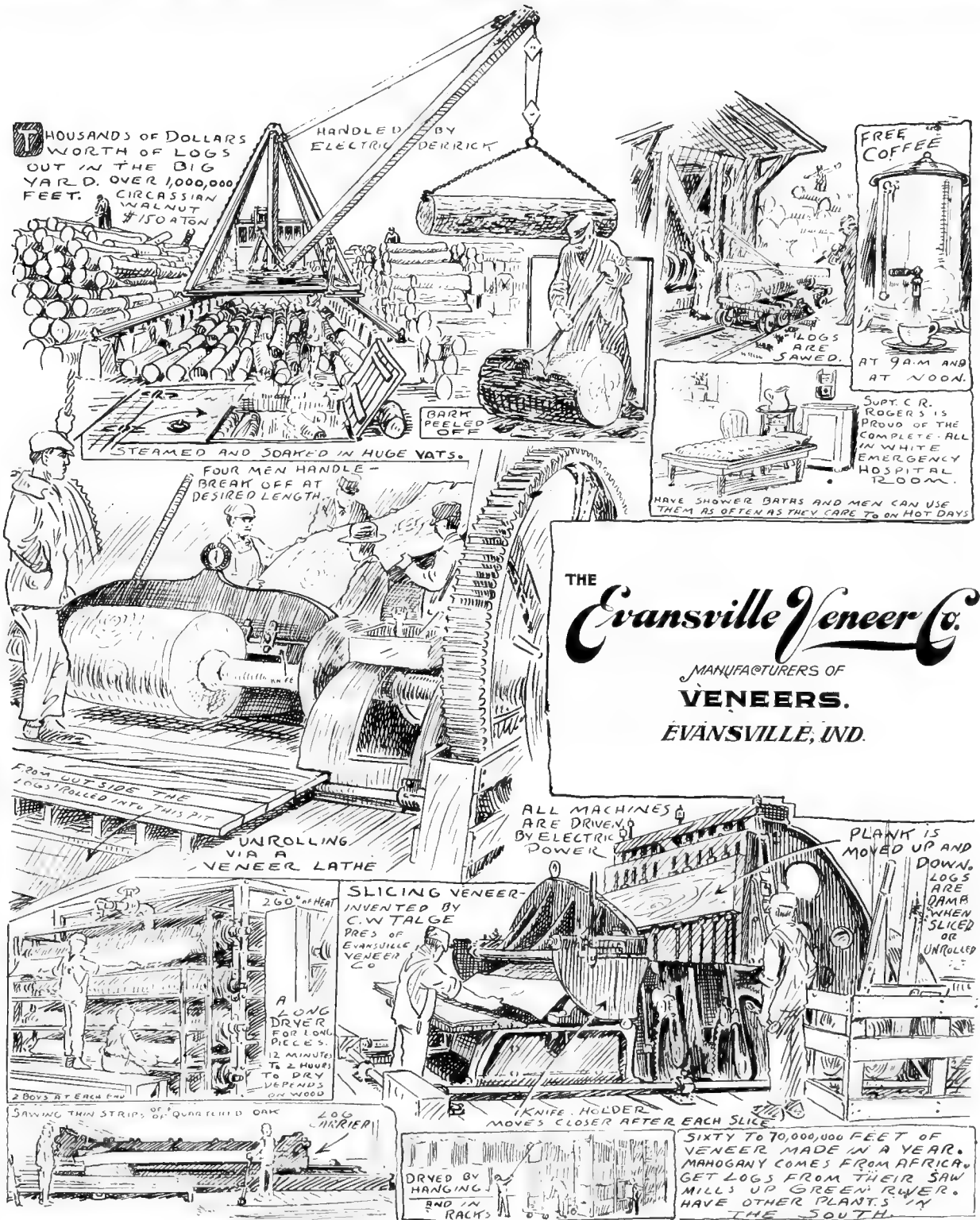
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Hardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, MAY 10, 1921

Subscription \$2.
Vol. LI, No. 2



HARDWOODS AND PATTERN LUMBER

MILLIONS OF FEET OF DRY STOCK
FOR IMMEDIATE SHIPMENT

J. Gibson McIlvain Company

Manufacturers—Wholesalers

Philadelphia, Pa.

ESTABLISHED 1798

INCORPORATED 1920

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of
**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

**Sawyer-Goodman
Company
MARINETTE**

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

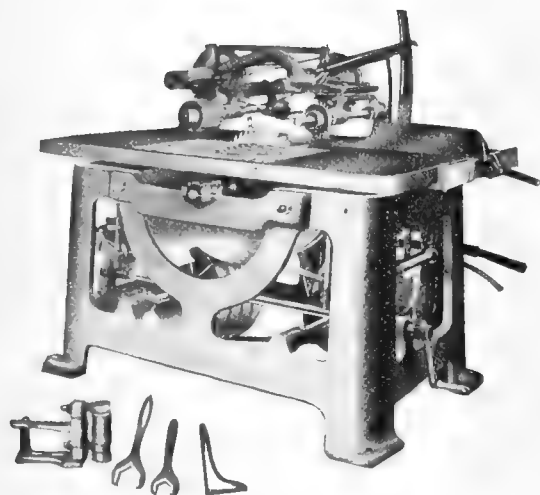
Come and Look Us Over

→ For Greatest Range of Uses ←

and

Easiest Handling

buy the



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The **SINKER-DAVIS COMPANY**
INDIANAPOLIS, INDIANA

DELTA HARDWOODS

OUR ESTABLISHED POLICY

IS TO PRODUCE ONLY THE BEST IN HARDWOODS. THIS IS ASSURED BY THE FACT THAT ONLY VIRGIN TIMBER IS LOGGED AND CUT INTO LUMBER. WE CARRY IN STOCK A SPLENDID ASSORTMENT AND CAN SUPPLY ANY OF THE REGULAR GRADES AND THICKNESSES OF OAK, GUM, ELM, ASH AND COTTONWOOD IN UNIFORM QUALITY AND TEXTURE.

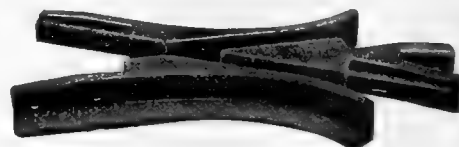
HARDWOODS THAT APPEAL

Double Band Mills
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The
BREECE
Manufacturing Co.
Portsmouth, Ohio



Cars, Track,
Frogs, Switches



In Stock Ready to Ship

WRITE FOR BULLETIN

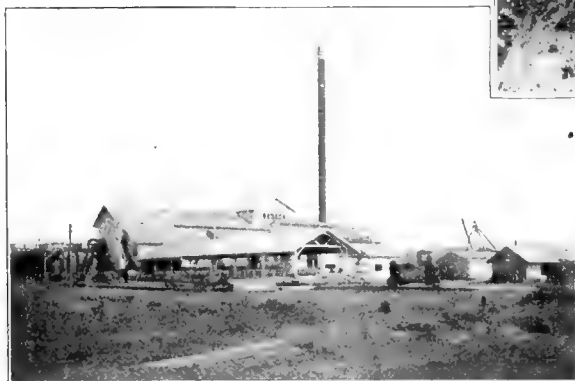
KOPPEL INDUSTRIAL CAR AND EQUIPMENT COMPANY

SALES OFFICES: New York, Chicago, Pittsburgh, San Francisco, Detroit

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FINE TIMBER



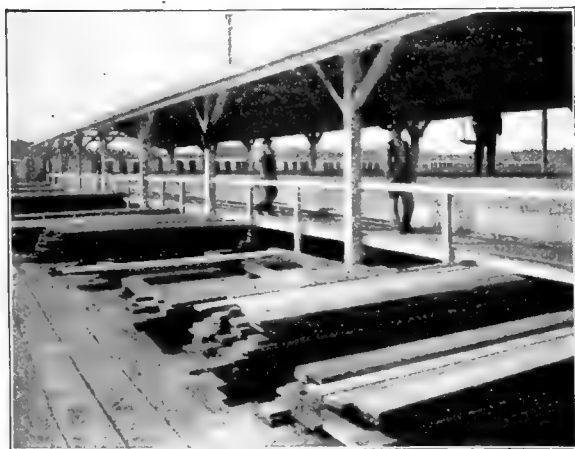
EXPERT MANUFACTURE

THREE features which insure the highest attainable merit in the finished product—features which are fundamental in all

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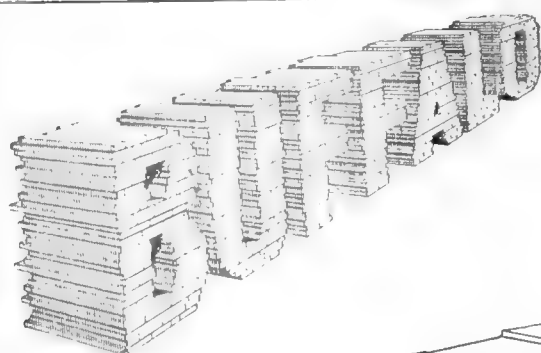
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Strict adherence to these principles has been responsible for the important establishment of the well-known *Pickering Standards* in all items of Forked Leaf White Oak, Red Oak, Gum and other hardwoods—standards which have set the gauge in lumber values for more than forty years.

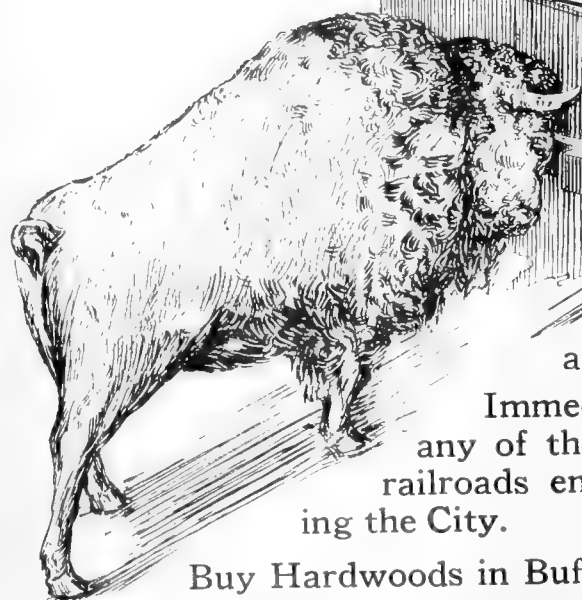


SKILLED SORTING

*Quotations by wire, letter
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FOR HARDWOODS



**Do you
want prompt
shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

Buy Hardwoods in Buffalo

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH

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Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

G. ELIAS & BRO., Inc.

HAVE LARGE, DRY STOCK **CHERRY**, 1" TO 4", ALL GRADES
Also all other Hardwoods, White Pine, etc.

ESTABLISHED 1881

965 ELK STREET

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A complete stock of Seasoned **HARDWOODS**, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

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Specialties: Cherry, Walnut & Pacific Coast Woods

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HARDWOODS OF ALL KINDS

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Our Specialty: QUARTERED WHITE OAK

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1118 LUMBER EXCHANGE BLDG.
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All Grades and Thicknesses for Box Purposes

QUARTERED WHITE OAK		QUARTERED RED GUM	
4/4" 1st & 2nd.....	2 cars	8/4" 1st & 2nd.....	2 cars
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RED GUM		MAGNOLIA	
4/4" 1st & 2nd.....	2 cars	4/4" No. 1 Com. & Btr... 4 cars	
1" No. 1 Common.....	5 cars	POPLAR	
		ALL GRADES & THICKNESSES	

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341 South Dearborn Street, Chicago, Illinois

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4/4" No. 1 Common Cypress.....	10 Cars
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Each 8/4" and 10/4" Soft Elm.....	3 Cars
Each 8/4" and 10/4" Soft Maple.....	2 Cars
4/4" No. 3 Common Gum.....	10 Cars
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4/4" No. 1 & No. 2 Com. Red & White Oak.....	10 Cars

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Northern and Southern Hardwoods

We Specialize in Chestnut Lumber

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MILLS—HELENA, ARK.

CLARENCE BOYLE

INCORPORATED

ESTABLISHED 1850

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EXPONENTS
of
Highly Perfected
Manufacture
and
Merchandising Service
in
Arkansas Hardwoods

Including
Band Sawn
White and Red Oak
Ash — Gum
and

Bruce OAK FLOORING
THE BEST Oak Flooring

Including
Square Edged
Parquetry Strips

*Inquiry and Correspondence
Invited*

E. L. BRUCE COMPANY
MANUFACTURERS
MEMPHIS, TENNESSEE

*Flooring Plants: LITTLE ROCK—MEMPHIS
Band Mill: LITTLE ROCK*

**Watch
This Space
for Our
June**

Announcement

GRAND RAPIDS VAPOR KILN

GRAND RAPIDS, MICHIGAN

WESTERN VAPOR KILN COMPANY, Seattle, Washington

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

ASH	
1 1/2" No. 1 Com.	15,000'
1 1/2" No. 2 Com.	75,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

PLAIN RED GUM	
1 1/2" No. 1 Com.	15,000'
1 1/2" No. 2 Com.	75,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

SAP GUM	
1 1/2" No. 1 Com.	15,000'
1 1/2" No. 2 Com.	75,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

QUARTERED RED GUM	
1 1/2" No. 1 Com.	15,000'
1 1/2" No. 2 Com.	75,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

Brown - Everts Lumber Co.

ASH	
1 1/2" No. 1 Com.	10,000'
1 1/2" No. 2 Com.	10,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

PLAIN RED GUM	
1 1/2" No. 1 Com.	10,000'
1 1/2" No. 2 Com.	10,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

Dacus-Richards Hardwood Co.

QUARTERED WHITE OAK	
1 1/2" No. 1 Com.	10,000'
1 1/2" No. 2 Com.	10,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

QUARTERED RED GUM	
1 1/2" No. 1 Com.	10,000'
1 1/2" No. 2 Com.	10,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

Memphis Band Mill Co.

"FOR DISCRIMINATING BUYERS"

PLAIN SAP GUM	
1 1/2" No. 1 Com.	10,000'
1 1/2" No. 2 Com.	10,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

The Frank A. Conkling Co.

SOUTHERN HARDWOODS
Mills: Issaquena, Miss.; Percy, Miss.

J. W. DICKSON, President W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK	
1 1/2" No. 1 Com.	10,000'
1 1/2" No. 2 Com.	10,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry	
COTTONWOOD	
1 1/2" No. 1 Com.	10,000'
1 1/2" No. 2 Com.	10,000'
1 1/2" No. 3 Com.	10,000'
1 1/2" No. 4 Com.	10,000'
1 1/2" No. 5 Com.	10,000'
1 1/2" No. 6 Com.	10,000'
1 1/2" No. 7 Com.	10,000'
1 1/2" No. 8 Com.	10,000'
1 1/2" No. 9 Com.	10,000'
1 1/2" No. 10 Com.	10,000'
1 1/2" No. 11 Com.	10,000'
1 1/2" No. 12 Com.	10,000'
1 1/2" No. 13 Com.	10,000'
1 1/2" No. 14 Com.	10,000'
1 1/2" No. 15 Com.	10,000'
1 1/2" No. 16 Com.	10,000'
1 1/2" No. 17 Com.	10,000'
1 1/2" No. 18 Com.	10,000'
1 1/2" No. 19 Com.	10,000'
1 1/2" No. 20 Com.	10,000'

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in
Quartered Red Gum
SAP NO DEFECT

Regular Widths and Lengths

4 1/4" F&S	6 mos. dry	87,000'
4 1/4" No. 1 Common & Selects	6 mos. dry	164,000'
5 1/4" F&S	5 mos. dry	36,000'
5 1/4" No. 1 Common & Selects	5 mos. dry	83,000'
5 1/4" F&S	6 mos. dry	48,000'
6 1/4" No. 1 Common & Selects	6 mos. dry	94,000'
8 1/4" F&S	7 mos. dry	63,000'
8 1/4" No. 1 Common & Selects	7 mos. dry	137,000'
10 1/4" F&S	8 mos. dry	33,000'
10 1/4" No. 1 Common & Selects	8 mos. dry	81,000'
12 1/4" No. 1 Common & Selects	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

4 1/4"-8 1/4"-10 1/4" L. R.	50,000'
COTTONWOOD	
4 1/4" Log Run	42,000'
6 1/4" Shop & Btr.	56,000'
4 1/4" Com. & Btr.	70,000'
ELM	
4 1/4" Log Run	15,000'
8 1/4" Log Run	46,000'
PLAIN RED GUM	
3 1/4" No. 1 Common	35,000'
3 1/4" No. 1 Com. & Btr.	16,000'
PLAIN SAP GUM	
4 1/4" 1s & 2s	40,000'
4 1/4" No. 1 Common	150,000'
4 1/4" No. 2 Common	75,000'
4 1/4" No. 3 Common	30,000'
4 1/4" Log Run	150,000'
QUARTERED RED GUM	
4 1/4" No. 1 Common	100,000'
5 1/4" No. 1 Common	28,000'
8 1/4" No. 1 Com. & Btr.	50,000'
QUARTERED SAP GUM	
4 1/4" 1s & 2s	80,000'
5 1/4" 1s & 2s	12,000'
4 1/4" No. 1 Common	100,000'
5 1/4" No. 1 Common	40,000'
8 1/4" No. 1 Com. & Btr.	130,000'
SOFT MAPLE	
4 1/4" Log Run	30,000'
12 1/4" Log Run	70,000'
PLAIN RED AND WHITE OAK	
(Kind, Grade and Thickness Piled Separately)	
3 1/4" 4 1/4", 5 1/4" No. 3 Com. & Better	1,000,000'
QTD. RED AND WHITE OAK	
4 1/4" No. 2 Com. & Btr.	235,000'
TUPELO	
4 1/4" Log Run	44,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

WOOD USERS

Subscribing to **HARDWOOD RECORD** rate \$348,000 on the average. That's purchasing power you can reach through advertising in these pages.

QTD. WHITE OAK		QTD. RED GUM Sap No Defect	
5 1/4" No. 1 Com.	15,000'	4 1/4" No. 1 Com. & Btr.	60,000'
5 1/4" No. 2 Com.	10,000'	5 1/4" No. 1 Com. & Btr.	95,000'
6 1/4" No. 1 Com.	88,000'	8 1/4" No. 1 Com. & Btr.	115,000'
6 1/4" No. 2 Com.	36,000'	10 1/4" No. 1 Com. & Btr.	15,000'
PLAIN OAK		12 1/4" No. 1 Com. & Btr.	50,000'
4 1/4" No. 1 C & B white	50,000'	16 1/4" No. 1 Com. & Btr.	60,000'
4 1/4" 1s & 2s (red)	21,000'	PLAIN SAP GUM	
3 1/4" No. 1 Com. & Btr.	11,000'	5 1/8" No. 1 Com. & Btr.	10,000'
4 1/4" Sound Wormy	62,000'	5 1/4" No. 2 Com.	80,000'
4 1/4" No. 1 Com.	105,000'	5 1/4" 1s & 2s, 13" & up.	18,000'
QTD. RED GUM		6 1/4" No. 2 Com.	115,000'
5 1/4" No. 1 Com. & Btr.	112,000'	8 1/4" No. 1 Com. & Btr.	12,000'
6 1/4" No. 1 Com. & Btr.	92,000'	8 1/4" No. 2 Com.	30,000'
8 1/4" No. 1 Com. & Btr.	90,000'		

Bellgrade Lumber Co.

PLAIN SAP GUM		5 1/4" No. 1 C & B	37,000'
5 1/8" No. 1 Com.	100,000'	10 1/4" No. 1 C & B	25,000'
3 1/4" No. 1 Com.	100,000'	12 1/4" No. 1 C & B	30,000'
4 1/4" No. 1 Com.	200,000'	QUARTERED SAP GUM	
4 1/4" No. 1 Com. & Btr.	200,000'	4 1/4" No. 1 Com. & Btr.	150,000'
4 1/4" No. 2 Com.	50,000'	6 1/4" No. 1 Com. & Btr.	60,000'
4 1/4" No. 2 Com. & Btr.	150,000'	8 1/4" No. 1 Com. & Btr.	150,000'
5 1/4" No. 2 Com.	50,000'	10 1/4" No. 1 Com. & Btr.	100,000'
5 1/4" No. 2 Com. & Btr.	75,000'	12 1/4" No. 1 Com. & Btr.	100,000'
PLAIN RED GUM		PLAIN RED OAK	
1 1/2" No. 1 Com. & Btr.	25,000'	5 1/8" No. 1 Com. & Btr.	150,000'
3 1/4" No. 1 Com. & Btr.	60,000'	3 1/4" No. 1 Com. & Btr.	60,000'
4 1/4" F&S	75,000'	4 1/4" No. 1 Com. & Btr.	250,000'
4 1/4" No. 1 Common	200,000'	4 1/4" No. 2	200,000'
4 1/4" No. 2 Common	150,000'	4 1/4" No. 3	200,000'
8 1/4" No. 1	20,000'	PLAIN WHITE OAK	
BLACK GUM		4 1/4" No. 1 Com. & Btr.	100,000'
4 1/4" No. 1 Com. & Btr.	13,000'	QUARTERED RED OAK	
QUARTERED RED GUM		4 1/4" No. 1 Com. & Btr.	200,000'
4 1/4" No. 1 Com. & Btr.	250,000'	QUARTERED WHITE OAK	
4 1/4" No. 2	25,000'	4 1/4" No. 1 Com. & Btr.	100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS- Madison, Ark.; Wisner, La.

Ready for Prompt Shipment

200,000 feet 5/4 No. 1 Common
and Better Plain Sap Gum

SEND US YOUR INQUIRIES FOR

Southern Hardwoods**Baker-Matthews Lumber Co.**

COTTONWOOD		HACKBERRY	
4 1/4" Box Bds., 13" & up	30,000'	4 1/4" Log Run	48,000'
4 1/4" Box Bds., 9-12"	12,000'	LOCUST	
4 1/4" 1s & 2s	80,000'	4 1/4" Log Run	25,000'
4 1/4" No. 1 Common	200,000'	QUARTERED WHITE OAK	
4 1/4" No. 2 Common	200,000'	4 1/4" 1s & 2s	30,000'
4 1/4" No. 3 Common	10,000'	4 1/4" No. 1 Common	45,000'
8 1/4" Dog Boards	70,000'	4 1/4" No. 2 Common	20,000'
QUARTERED RED GUM		QUARTERED RED OAK	
6 1/4" No. 1 Com. & Btr.	30,000'	4 1/4" 1s & 2s	8,000'
8 1/4" No. 1 Com. & Btr.	40,000'	4 1/4" No. 1 Common	20,000'
QTD. RED GUM, S. N. D.		PLAIN WHITE OAK	
4 1/4" No. 1 Com. & Btr.	15,000'	3 1/4" 1s & 2s	20,000'
6 1/4" No. 1 Com. & Btr.	140,000'	3 1/4" No. 1 Common	20,000'
8 1/4" No. 1 Com. & Btr.	40,000'	4 1/4" No. 2 Common	20,000'
10 1/4" No. 1 Com. & Btr.	30,000'	PLAIN RED OAK	
PLAIN SAP GUM		3 1/4" 1s & 2s	50,000'
4 1/4" 1s & 2s	30,000'	3 1/4" No. 1 Common	30,000'
4 1/4" No. 1 Common	200,000'	5 1/8" No. 1 Com. & Btr.	17,000'
4 1/4" No. 2 Common	60,000'	4 1/4" No. 1 Common	50,000'
5 1/4" 1s & 2s	100,000'	4 1/4" No. 2 Common	40,000'
5 1/4" No. 1 Common	180,000'	PECAN	
		8 1/4" Log Run	57,000'

Mark H. Brown Lumber Co.**WHITE ASH**

MEMPHIS-NEW ORLEANS

ASH		DRY	
1 1/2" 1s&2s, 6-9", 8-16"	1 car	6 1/4" No. 2C, 3" & up	1-16 1/2 cars
1 1/2" 1s&2s, 6-9", 8-16"	2 cars	8 1/4" 1s&2s, 6-9", 8-16"	2 cars
1 1/2" No. 1C, 6" & up	8-16 1 car	8 1/4" 1s&2s, 6-9", 18-20"	1 car
1 1/2" 1s&2s, 10-11 1/2", 8-16"	1 car	8 1/4" No. 1C, 3" & up	1-16 1/2 cars
1 1/2" 1s&2s, 12" & up	8-16 1 car	8 1/4" No. 1C, 3" & up	8-20 1/2 cars
1 1/2" No. 1C, 6" & up	4-16 1 car	8 1/4" 1s&2s, 10" & up	8-16 1 car
1 1/2" No. 2C, 3" & up	1-16 1 car	10 1/4" No. 1C & B, 6" & up	8-16 1 car
1 1/2" 1s&2s, 6-9", 8-16"	1 car	10 1/4" No. 1C & B, 6" & up	8-16 1 car
1 1/2" No. 1C, 6" & up	1-16 1 car	10 1/4" No. 1C & B, 6" & up	8-16 1 car
1 1/2" No. 2C, 3" & up	1-16 1 car	10 1/4" No. 1C & B, 6" & up	8-16 1 car
1 1/2" 1s&2s, 6-9", 8-16"	1 car	10 1/4" No. 1C & B, 6" & up	8-16 1 car
1 1/2" No. 1C, 6" & up	1-16 1 car	10 1/4" No. 1C & B, 6" & up	8-16 1 car

KULLITUKLA, OKLAHOMA

SAP GUM DRY		PLAIN RED OAK DRY	
1 1/2" No. 1C, 6" & up	5 cars	1" No. 1 Com.	10 cars
1 1/2" No. 2C, 3" & up	5 cars	COTTONWOOD DRY	
1 1/2" No. 1C, 6" & up	5 cars	1" L/R	10 cars

Dudley Lumber Company

INCORPORATED

HARDWOODS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

TOUGH TEXAS WHITE ASH		SOFT MAPLE	
4 1/2" x 10" & up FAS	1 car	12 1/2" No. 1 Common	5 cars
6 1/2" x 12" & up FAS	1 car	16 1/2" No. 1 Common	2 cars
8 1/2" x 10" & up FAS	1 car	11 1/2" No. 1 & 2 Com.	1 car
10 1/2" x 12" & up FAS	1 car	1 1/2" No. 2 Com.	5 cars ea.
12 1/2" x 10" & up FAS	1 car	6 1/2" x 12 1/4, 16 1/4 No. 2 Com.	3 cars ea.
1 1/2" Select & Better	3 cars	SOFT ELM-BONE DRY	
5 1/2" Select & Better	2 cars	3" No. 2 Com. & Btr.	2 cars
6 1/2" Select & Better	2 cars	Choice Stock	2 cars
8 1/2" No. 1 Com. & Btr.	15 cars	SOFT ELM-BONE DRY	
10 1/2" No. 1 Com. & Btr.	10 cars	6 1/4, 8 1/4, 10 1/4 No. 2	1 car
12 1/2" No. 1 Com. & Btr.	10 cars	C. & B.	1 car
14 1/2" No. 1 Com. & Btr.	2 cars	PL. & QTD. OAK	
16 1/2" No. 1 Com. & Btr.	3 cars	4 1/4" No. 2 C. & B., red	and white, on grade, 500,000'
4 1/2" No. 1 Common	3 cars	SAP AND RED GUM	
5 1/2" No. 1 Common	5 cars	4 1/4, 5 1/4, 6 1/4, 8 1/4 Pl. &	Q R. & Sap on grade, 500,000'
6 1/2" No. 1 Common	10 cars		
8 1/2" No. 1 Common	10 cars		
10 1/2" No. 1 Common	5 cars		

Thompson-Katz Lumber Co.

ASH		PL. RED GUM	
5 1/4" FAS	12,000'	5 1/4" No. 1 Com.	25,000'
6 1/4" FAS	8,000'	6 1/4" No. 1 Com.	5,000'
8 1/4" FAS	11,000'	ELM	
10 1/4" Com. & Btr.	11,000'	4 1/4" Log Run	6,000'
1 1/4" No. 1 Com. & Btr.	21,000'	6 1/4" Log Run	10,000'
CYPRESS		8 1/4" Log Run	6,000'
4 1/2" Shop	15,000'	12 1/4" Log Run	19,000'
6 1/2" Shop	10,000'	QTD. WHITE OAK	
4 1/2" No. 1 Com.	12,000'	4 1/4" FAS	15,000'
6 1/2" No. 1 Com.	9,000'	5 1/4" FAS	17,000'
SAP GUM		6 1/4" FAS	14,000'
5 1/4" FAS	131,000'	4 1/4" No. 1 Com.	7,000'
5 1/4" No. 1 Com.	106,000'	5 1/4" No. 1 Com.	7,000'
6 1/4" No. 1 Com.	7,000'	6 1/4" No. 1 Com.	23,000'
8 1/4" No. 1 Com.	9,000'	8 1/4" No. 1 Com.	6,000'
5 1/4" No. 2 Com.	36,000'	PL. WHITE OAK	
6 1/4" No. 2 Com.	25,000'	4 1/2" FAS	8,000'
QTD. RED GUM		5 1/2" FAS	22,000'
5 1/4" FAS	6,000'	6 1/2" FAS	9,000'
8 1/4" FAS	5,000'	8 1/2" FAS	27,000'
5 1/4" No. 1 Com.	22,000'	1 1/2" No. 1 Com.	29,000'
6 1/4" No. 1 Com.	10,000'	5 1/2" No. 1 Com.	60,000'

Welsh Lumber Company

MILL AT
BYNG, MISS.

F. W. DUGAN
J. R. COLLINS

DUGAN LUMBER COMPANY

Manufacturers and Shippers
Domestic and Export
Hardwood Lumber

QUALITY
GOLDEN RULE
SERVICE
Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

1 1/2" x 10" & up	1 car	1 1/2" No. 1 Common	1 car
5 1/2" x 12" & up	1 car	5 1/2" No. 1 Common	7 cars
1 1/2" x 10" Regular	1 car	6 1/2" No. 1 Common	1 car
5 1/2" x 12" Regular	1 car	8 1/2" No. 1 Common	3 cars
1 1/2" No. 1 Com. & Btr.	1 car	10 1/2" No. 1 Common	1 car
5 1/2" No. 1 Com. & Btr.	2 cars	12 1/2" No. 1 Common	1 car
6 1/2" No. 1 Com. & Btr.	2 cars	4 1/2" No. 2 Common	2 cars
8 1/2" No. 1 Com. & Btr.	3 cars	5 1/2" No. 2 Common	1 car
10 1/2" No. 1 Com. & Btr.	3 cars	6 1/2" No. 2 Common	1 car
16 1/2" No. 1 Com. & Btr.	1 car	8 1/2" No. 2 Common	1 car

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QUARTERED WHITE OAK		PLAIN RED OAK	
4 1/4" FAS	83,000'	4 1/4" FAS	87,000'
4 1/4" No. 1 Common	94,000'	4 1/4" No. 1 Common	138,000'
6 1/4" FAS	18,000'	4 1/4" No. 2 Common	59,000'
6 1/4" No. 1 Common	15,000'	PLAIN RED AND WHITE OAK	
PLAIN WHITE OAK		4 1/4" Sound Wormy	183,000'
4 1/4" FAS	33,000'	QTD. RED AND WHITE OAK	
4 1/4" No. 1 Common	139,000'	4 1/4" Sound Wormy	29,000'
4 1/4" No. 2 Common	80,000'	POPLAR	
QUARTERED RED OAK		4 1/4" No. 1 Com. & Btr.	23,000'
4 1/4" FAS	20,000'	8 1/4" No. 1 Com. & Btr.	24,000'
4 1/4" No. 1 Common	53,000'	4 1/4" No. 2 Common	15,000'
5 1/4" No. 1 Com. & Btr.	8,000'	RED AND WHITE OAK	
		7" Sw. Ties, 9", 9-20"	269,000'

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ASH		SAP GUM	
8 1/4" No. 1 Com. & Btr.	30,000'	4 1/4" No. 1 Com.	100,000'
10 1/4" No. 1 Com. & Btr.	30,000'	8 1/4" FAS	50,000'
12 1/4" No. 1 Com. & Btr.	20,000'	8 1/4" No. 1 Com.	50,000'
16 1/4" No. 1 Com. & Btr.	14,000'	PLAIN RED GUM	
COTTONWOOD		4 1/4" No. 1 Com.	200,000'
1 1/4" B & Btr., 13-17"	15,000'	4 1/4" No. 2 Com.	150,000'
1 1/4" B & Btr., 9-12"	15,000'	5 1/4" No. 1 Com.	30,000'
1 1/4" FAS	45,000'	6 1/4" FAS	14,000'
1 1/2" No. 1 Com.	100,000'	6 1/4" No. 1 Com.	16,000'
1 1/2" No. 3 Com.	15,000'	SOFT MAPLE	
CYPRESS		8 1/4" Log Run	200,000'
1 1/2" Shop	60,000'	10 1/4" Log Run	100,000'
1 1/2" No. 1 Com.	200,000'	12 1/4" Log Run	75,000'
1 1/2" No. 2 Com.	200,000'	PLAIN WHITE OAK	
1 1/2" Shop	60,000'	4 1/4" FAS	15,000'
1 1/2" No. 1 Com.	30,000'	4 1/4" No. 1 Com.	15,000'
ELM		PLAIN RED OAK	
8 1/4" Log Run	100,000'	4 1/4" No. 1 Com.	300,000'
12 1/4" Log Run	30,000'		

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QUARTERED SAP GUM	QUARTERED WHITE OAK
8/4" FAS..... 12,300'	4/4" FAS..... 10,100'
8/4" No. 1 Common.... 25,000'	5/4" FAS..... 4,200'
PLAIN SAP GUM	6/4" FAS..... 4,500'
5/4" FAS..... 9,300'	4/4" No. 1 Common.... 11,000'
4/4" No. 1 Common.... 67,000'	5/4" No. 1 Common.... 30,300'
5/4" No. 1 Com.... 28,000'	6/4" No. 1 Common.... 36,700'
PLAIN RED OAK	8/4" No. 1 Common.... 7,800'
10/4" FAS..... 12,400'	4/4" No. 2 Common.... 29,000'
4/4" No. 1 Common.... 14,200'	5/4" No. 2 Common.... 7,500'
5/4" No. 1 Common.... 9,800'	6/4" No. 2 Common.... 8,000'
6/1" No. 1 Common.... 13,100'	POPLAR
8/4" No. 1 Common.... 16,700'	4/4" No. 1 Common.... 80,100'
10/4" No. 1 Common.... 29,000'	8/4" No. 1 Common.... 8,500'
4/4" No. 2 Common.... 60,000'	4/4" No. 2 Common.... 35,500'
5/4" No. 2 Common.... 13,500'	5/4" No. 2 Common.... 18,000'
6/4" No. 2 Common.... 20,200'	6/4" No. 2 Common.... 14,500'
8/4" No. 2 Common.... 19,700'	8/1" No. 2 Common.... 52,700'

Goodlander Robertson Lbr. Co.

COTTONWOOD	4/4" No. 5/4", 6/4" No. 1 C.3 cars
4/4" No. 2 & Btr..... 3 cars	4/1" No. 2 Com..... 1 car
CYPRESS	PLAIN SAP GUM
4/4" No. 2 & Btr..... 2 cars	5/8", 4/4", 5/4" FAS..... 4 cars
ELM	5/8", 4/4", 5/4" No. 1 C.5 cars
4/4" to 12/4" Log Run... 5 cars	4/4" 9-12 Bx. Bds..... 2 cars
POPLAR	4/4" 13-17 Bx. Bds..... 4 cars
4/4" No. 2 & Btr..... 3 cars	SYCAMORE
RED GUM QTD.	4/4", 5/4" Log Run..... 1 car
4/4" FAS..... 2 cars	QTD. WHITE OAK
4/4" No. 1 Com..... 1 car	5/8" to 8/4" FAS..... 5 cars
4/4" No. 2 Com..... 1 car	5/8" to 8/4" No. 1 Com... 6 cars
PLAIN RED GUM	4/4", 5/4" No. 2 Com... 2 cars
4/4" FAS..... 2 cars	PLAIN WHITE OAK
4/4" No. 1 Com..... 3 cars	5/8", 4/4", 6/4" FAS... 3 cars
4/4" No. 2 Com..... 2 cars	5/8", 4/4", 6/4" No. 1 C.3 cars
PLAIN RED OAK	SOUND WORMY OAK
4/4", 5/4", 6/4" FAS... 4 cars	4/4" 4 cars

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QTD. RED GUM SND.	4/4" No. 1 Com. & Sel.. 75,000'
4/4" No. 1 Com. & Sel.. 6,000'	4/4" No. 2 Com..... 75,000'
5/4" Com. & Btr..... 50,000'	5/4" No. 1 Com. & Sel.. 75,000'
6/4" Com. & Btr..... 30,000'	5/4" No. 2 Com..... 75,000'
PLAIN SAP GUM	6/4" No. 1 Com..... 50,000'
4/4" No. 1 Com. & Sel.. 75,000'	6/4" No. 2 Com..... 75,000'
4/4" No. 2 Com..... 75,000'	8/4" No. 1 Com. & Sel.. 4,000'
4/4" No. 3 Com..... 75,000'	8/4" No. 2 Com..... 10,000'
5/4" Com. & Btr..... 75,000'	QTD. RED GUM
6/4" Com. & Btr..... 50,000'	4/4" No. 1 & 2..... 30,000'
5/4" No. 2 Com..... 75,000'	4/4" No. 1 Com. & Sel.. 75,000'
5/4" No. 3 Com..... 75,000'	5/4" Com. & Btr..... 75,000'
6/4" No. 2 Com..... 75,000'	6/4" Com. & Btr..... 75,000'
6/4" No. 3 Com..... 75,000'	8/4" 1 Com. & Sel.. 75,000'
8/4" No. 3 Com..... 30,000'	BLACK GUM
PLAIN RED GUM	4/4" Log Run..... 50,000'
4/4" No. 1 & 2..... 15,000'	PLAIN OAK
	4/4" No. 1 Com. & Sel.. 50,000'

Geo. C. Brown & Co.

ASH	4/4" No. 2 Common.... 100,000'
10/4" Com. & Btr..... 100,000'	QUARTERED WHITE OAK
5/4" No. 1 Common.... 50,000'	4/4" FAS..... 30,000'
COTTONWOOD	5/4" FAS..... 50,000'
4/4" No. 1 Common.... 100,000'	6/4" FAS..... 25,000'
ELM	4/4" No. 1 Common.... 100,000'
8/4" Log Run..... 75,000'	5/4" No. 1 Common.... 100,000'
10/4" Log Run..... 50,000'	6/4" No. 1 Common.... 150,000'
12/4" Log Run..... 50,000'	PLAIN WHITE OAK
16/4" Log Run..... 15,000'	4/4" FAS..... 20,000'
PLAIN RED GUM	4/4" No. 1 Common.... 100,000'
4/4" FAS..... 14,000'	QUARTERED RED OAK
4/4" No. 1 Common.... 50,000'	6/4" No. 1 Common.... 100,000'
QUARTERED RED GUM	5/4" FAS..... 50,000'
8/4" Com. & Btr..... 30,000'	4/4" No. 1 Common.... 75,000'
QTD. RED GUM, SND.	5/4" No. 1 Common.... 75,000'
6/4" Com. & Btr..... 100,000'	PLAIN RED OAK
8/4" Com. & Btr..... 125,000'	4/4" Com. & Btr..... 150,000'
10/4" Com. & Btr..... 200,000'	5/4" Com. & Btr..... 80,000'
12/4" Com. & Btr..... 150,000'	6/4" Com. & Btr..... 80,000'
PLAIN SAP GUM	8/4" No. 3 Common.... 100,000'
4/4" No. 1 Common.... 100,000'	
5/4" No. 1 Common.... 75,000'	

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5 8" & 13/17" FAS Plain Sap Gum	125,000'
5 8" No. 1 Com. & Sel. Plain Sap Gum	100,000'
3/4" No. 1 Com. & Sel. Plain Sap Gum	200,000'
5 8" No. 2 Com. Plain Sap Gum	100,000'

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QUARTERED WHITE OAK	12/4" Bridge Pk	1 car
4/4" Fas	4/4" Sound Wormy	5 cars
4/4" No. 1 Com.	HICKORY	
QUARTERED RED OAK	8/4" Log Run	3 cars
4/4" Fas	10/4" Log Run	1 car
4/4" No. 1 Com.	QUARTERED RED GUM	
PLAIN WHITE OAK	5/4" Fas	1 car
4/4" Fas	5/4" No. 1 Com.	2 cars
4/4" No. 1 Com.	4/4" No. 2 Com.	2 cars
10/4" No. 1 C & B.	5/4" No. 2 Com.	1 car
PLAIN RED OAK	PLAIN SAP GUM	
5/8" Fas	5/4" Fas	1 car
3/4" Fas	5/4" No. 2 Com.	1 car
4/4" Fas	4/4" No. 1 Com.	3 cars
1/2" No. 1 Com.	ELM	
4/4" No. 1 Com.	6/4" Log Run	2 cars
5/4" No. 2 Com.	12/4" Log Run	2 cars
10/4" No. 1 C & B.	6/4" No. 2 Com.	1 car

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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H. F. Ake, Secretary-Treasurer

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Vol. LI

CHICAGO, MAY 10, 1921

No. 2

Review and Outlook

General Market Conditions

IT IS POSSIBLE TO REPORT a slightly advanced state of business for this issue with more confidence in its lasting character and further expansion than for a number of months past. Even the pessimist is willing to express a word of cheer, whether reluctantly or otherwise. The upgrade trail is defining itself rather ponderously, it is true, but with growing certainty as to direction.

There are still many things to be done before a normal atmosphere is again attained. Apparently the first phase of the business rehabilitation, namely, liquidation, has about been concluded. There remains now the task of readjusting values and cost, which activity will embrace the readjustment of labor as well as other items in production. The results accomplished to date, especially with respect to a new basis of labor charge, are probably more pronounced than was anticipated, though such efforts have caused varying reactions. Offsetting determined resistance to wage reduction in some quarters there are many examples of graceful yieldings and in other cases voluntary downward reduction of scale, but in the aggregate the average is unquestionably at a lower level than some time ago.

The Chicago situation is one of the most serious, conflicting resolve having caused a complete lockout in the building industry. The reports are inconsistent as to the tendency of the fight, but in the meantime public opinion seems to be clearly behind employers, as building construction has not met with any popular approval under the costs now prevailing. However, it is safe to assert that the tremendous propaganda for building and the extreme shortage of housing facilities has had a great deal of influence and that building activity is at least far above the stagnant position that it was feared it would reach.

It is also a safe statement to make that especially in the hardwood lumber business some more tangible improvement has been noted during the past two or three weeks. Travelers have been more successful not only as to orders, but in many cases as to prices. The relation of these two factors though is one which should be clearly before business men as price is essentially the product of supply and demand. Supply has been so strongly tending to excess and demand has been so negligible that price levels reached a point not commensurate with ordinary governing balances. Therefore a great deal of slack must be taken up before increasing sales will have a direct reflection in current markets. In fact, it will take a good deal of business to even bring about a tangible steadying in

quotations without regard to desirability of upward tendency. Hardwood Record believes that sufficient improvement has materialized to have caused a more steady market and it appears that shrewd buyers are fully convinced that the bottom has been reached and are taking on what stocks they are able to with the conviction their investment is well made.

General surveys of the entire lumber industry clearly show that during the past month or two sales and orders have over-topped production by a substantial margin. In fact, this same analysis indicates that orders and shipments are from fifty to seventy per cent of normal with production far below that figure. Confining such investigation to the hardwood business will probably show a smaller volume of orders and shipments than this general average, but a far less volume of production as compared to the normal cut, and this production feature is receding further with each week. Shut-down orders everywhere prevail with the almost total certainty that there will not be sufficient general improvement before present log supplies are cleaned up to induce many mills to change this policy.

The most pronounced feature in hardwood buying circles is the growing evidence of diminishing supplies of upper grades. Mills are in many cases refusing to sell straight FAS, requiring that such orders be sold as No. 1 common and better, a course which is forced by the almost total absence of the highest grade and a gradual diminution in the common. The result of this apparent shortage has been a gradual strengthening in prices over the past few weeks with here and there orders placed at slight advances, in some cases up to ten dollars over the low figure.

While one must concede that the whole fabric of business can not be repaired and strengthened until certain big underlying influences are cleared up, there is not the slightest doubt that a somewhat better condition is prevailing and that the coming months will show gradual emergence from the depths in which it has been existing for so long. The readjustment phase will have to take care of such outstanding factors as wages in industry and in the railroads, of foreign credits, of basically sound and fair level of commodity prices. The wise prognosticators do not promise a clean-cut improvement until the late summer or fall months, predicated their predictions upon the fact that there remain only a few large obstacles to overcome and that these are gradually being worn away with the probability that they may be eradicated within the next two or three weeks. These obstacles are tremendous in their respective influences,

but converse—as the lumber comes by one, the resulting benefit will be proportionately smaller. For instance, labor cost is today the one big item in the building industry which is seriously hampering the building program. There are tens of millions of dollars of work pent up in anticipation of a more reasonable basis of labor charge. A large volume of this work will be done when a fair settlement in labor troubles is brought about. We have a similar example in rail-road circles as operating costs, due in a very large measure to exorbitant labor charge, prohibit necessary purchases of supplies. With these factors adjusted the railroads will be in a position where they can make necessary purchases.

The encouraging feature is that these problems are being seriously and strenuously attacked with fair and reasonable hope for their early solution, and as each such obstruction is removed it will contribute its large share toward rehabilitation.

Basing its opinion strictly upon observation of orders, Hardwood Record feels secure in predicting fairly consistent improvement, marked there and there by lapses of less and less seriousness, and it also feels confident that its advice to buy lumber today is sound. There can be not the slightest doubt of lumber having reached its bottom figure and those who buy a few months hence will unquestionably buy at a higher price. Maybe not in all items, but on the average.

Labor Costs and Selling Prices

FOR SOME TIME PAST Hardwood Record has been compiling an analysis of production costs as a basis of comparison with current market values on hardwoods for the purpose of illustrating its contention that hardwood lumber is today a good buy. It is therefore an especial pleasure to publish in this issue such an analysis covering lower Michigan operations based on official figures compiled by the Michigan Hardwood Manufacturers' Association operating precisely on the lines followed by Hardwood Record. Based on cost records taken from the books of a large percentage of lower Michigan production, and taking as a basis of selling prices actual figures received for typical sales, this analysis shows a tangible loss of \$7.15 per thousand feet on Michigan hardwoods as of May 1.

Those who are prone to belittle statements that lumber is being sold at less than cost, and that it is still above pre-war prices, are evidently forgetful of the substantially higher level of wages and generally lessened efficiency even in spite of present unemployment. The human machine is just like any other machine—when it gets running out of true it takes a complete overhauling and considerable readjustment before it gets back to the old smooth basis. So with labor. The habit of soldiering brought on by the war and its attendant conditions has not yet been overcome. It is gradually being eradicated, but the return of complete efficiency is of necessity gradual. Therefore labor's share in current costs as compared to previous costs is higher. Then, too, there is the ever-increasing

factor of taxes and the present substantially higher transportation charges. All of these items are necessarily added to the basic cost of the material.

While it is true that selling prices are in some cases higher than they were in pre-war times, although other items are selling for even less than at that time, costs have gone up proportionately greater and the resulting comparison as cited above is typical of the whole industry.

Hardwood Record wishes to especially call this statement to the attention of shrewd buyers who can readily read from such facts, and from the general shutting down policy and growing scarcity of stocks, that an upward rather than a further downward movement in prices is the only logical outcome. If there was ever a time when Hardwood Record seriously cautioned buyers to "buy now," that time is the present.

Famine and Deforestation

A MOST ARRESTING AND PERSUASIVE argument for the conservation of America's forest resources was presented by the U. S. Department of Agriculture in a bulletin issued May 1. This bulletin discussed the famine in China, which in the past year has appalled all in this country who have read of the millions of Mongolians who are dying under the most pitiful and horrifying circumstances because of it. This colossal disaster and similar floods and famines that have frequently beset the Chinese are attributed to deforestation of vast areas of the lands inhabited by this unhappy people.

This disclosure is calculated to stimulate thought. It is time to think when we consider that somewhat similar conditions might some day develop in our own land. Of course, no one supposes that we in America are going to be as near-sighted as the Chinese, who invented gunpowder and printing and set up a glorious culture, while the western peoples were still running through the woods in bear skins, and then rested on their laurels. But it is possible that if we should refuse to take reforestation and conservation seriously, large sections of our country might eventually become much less desirable for habitation than at the present day.

From this point we should reflect that the population of the United States is growing at such a rapid gait that it is the greatest blindness to neglect anything essential to the preservation of the habitability of all our lands. We shall need more and more habitable land every day and must not only allow none to deteriorate, but should reclaim waste land wherever practicable and increase the fertility of all present arable areas.

In all this the preservation of our forest resources plays an indispensable part, and one that can not be neglected.

The need for this is important, aside from the relative merits or demerits of the Capper and Snell bills.

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Published weekly except twice May 26, 1922, at the time of the Chicago

Appalachian Loggers Hold Congress

Freight Rates, Reforestation, Utilization of Waste of Hardwoods and Improved Logging Methods Were Among Leading Topics Discussed

Topics of vital importance to the logging and lumber industry in general, principal among them being freight rates, reforestation and utilization of waste of hardwood lumber, came under discussion during the sessions of the spring conference of the Appalachian Logging Congress, on March 28, 29 and 30 at the Sinton Hotel, Cincinnati. In addition preparations were made to combat all legislation detrimental to the logging industry, in the five states comprising the Appalachian region.

During the three-day sessions the loggers carefully reviewed the operations of their congress and considered methods of improving its service during the coming year. Precedent was broken by the loggers when Cincinnati was selected for the spring conference, for it was the first time in the history of the organization that a city north of the Mason and Dixon line had been so favored.

Sentiment of the delegates was unanimous that the conference was the most successful in recent years. The delegates' visit here no doubt was a successful one, for it brought them in personal contact with some of the largest purchasers and consumers of forest products in the country. The conference was attended by 200 delegates, including lumber manufacturers from Kentucky, Virginia, North Carolina, Tennessee and West Virginia. Representatives of the machinery and supply houses were present to acquaint the lumbermen with the latest appliances in their respective lines.

The Entertainment Committee, which consisted of W. C. Champion, chairman; E. W. Meeker, H. F. Holt, E. M. Vestal and Paul H. Gearhart, had prepared a variety of events which were highly enjoyed by the delegates.

Before the convention formally opened, a meeting of the Executive Committee, composed of F. G. Norcross, T. Sunderland, John Raine, C. L. Babcock, George N. Delaney, W. T. Latham, Andrew Gennett, John F. Shea, L. D. Gasteiger and T. W. Hampton was held in Parlor G. of the Hotel and Legislative and Membership Committees for the five states representing the organization were appointed. The members of these committees and the states they represent are: Landon C. Bell, T. M. Gathright, and J. M. Paxton, Virginia; Henry Curtain, Peter Carroll and M. W. Stark, West Virginia; Andrew Gennett, Frank Chapman and T. W. Hampton, North Carolina; C. L. Babcock, John Doomey and John F. Shea, Tennessee; George Delaney, E. A. Robinson and W. A. Kenny, Kentucky. These committees were appointed for the purpose of obtaining new members and to protect the interests of the logging and lumber industries from all legislation detrimental to the trade in their respective states. The appointment of the committees was the most important business matter transacted during the period of the convention.

Five resolutions were presented by the Resolutions Committee of which T. Sunderland was chairman, but only four of the proposals were adopted. The fifth which dealt with what constitutes a purchasable log was tabled. There was some considerable discussion on the subject. Several members contended that this only interested the contracting parties and was not of enough importance to justify the congress in adopting it.

Four other resolutions were adopted.

Gist of Resolutions

One declaring that "it is impossible under existing rail rates for producers of hardwoods to dispose of the products of their mills without a loss," indorsed the efforts of the lumber traffic associations to bring about an adjustment of rates that will permit

of the free and normal movement of hardwood lumber on the railroads serving the Appalachian territory.

Another resolution "condemned and opposed as unfair competition" the efforts of the so-called old line fire insurance companies, working through the National Association of local agents, to secure the passage of legislation and otherwise "hinder and prohibit reciprocal insurance." All members were urged to exert their efforts to secure protection against such legislation wherever it is being advanced.

The executive committee of the Appalachian Logging Congress was, by another resolution, directed to "take positive and vigorous steps to stop the illicit manufacture and sale of whisky," by bringing the matter to the attention of the prohibition enforcement officials, both state and national, and assisting these officials in all proper ways and to devise such further ways and means to suppress this traffic as may appear proper and practical to the committee.

In the preamble to this resolution it was declared that the manufacture of whisky has assumed the importance of a definite industry in the Appalachian region and has become a positive menace to the lumber industry of the section.

Two of the other important resolutions passed had to do with the improvement of the strictly mechanical phases of logging in the Appalachian region. One of these applied to fuel saving and the other to overhead cableway logging equipment. They are as follows:

WHEREAS, It appears that a considerable waste of fuel exists in the average operation of steam logging machinery, because of wet steam and insulation, either insufficient or entirely lacking; therefore be it

RESOLVED: That the Committee on Power Logging Equipment be requested to investigate and report at our Fall meeting on the subject of steam economy, and particularly the following phases:

(1) Costs, methods, and possible fuel economy of proper insulation of exposed boiler and pipe surfaces in present standard equipment.

(2) Methods and comparative costs, and economies, in improved steam consumption.

(a) Through use of dried steam without super-heating.

(b) Through use of super-heated steam.

(b-1) By use of patented super-heaters.

(b-2) By interior installation of main steam pipes with such exposure to combustion gases as will secure moderate super-heating.

It is suggested that the committee take up with the manufacturers and report on the cost of such interior location of pipe, as it relates to new construction, also as to service for, and at what cost existing equipment could be changed over, and as to whether this would be desirable or advisable in preference to adding a patent super-heating device.

WHEREAS, E. A. Gaskill in an address of high engineering interest and value has suggested certain modifications in designs of Overhead Cableway Logging Equipment for their general improvement, and particularly to secure a one-car installation; and,

WHEREAS, The manufacturers in this field have shown in the past a spirit of progressive improvement, and will welcome any such practical suggestions; be it therefore

RESOLVED: That the President of this Congress appoint a special committee on Power Logging Equipment to consist of three members with E. A. Gaskill as Chairman, which committee shall take up with manufacturers the recommendations of Mr. Gaskill's paper together with recommendations or suggestions laid before the Committee by any other of our members and same to be reported at our Fall meeting.

Norcross Opens Meeting

The convention was called to order by President F. G. Norcross, of Norma, Tenn., at 1:30 o'clock on the afternoon of March 28. He introduced Clifford Martin, special representative of Mayor John Galvin of Cincinnati; Newell H. Hargrave, President of the Cincinnati Lumbermen's Club, and James A. Reilly, President of the Chamber of Commerce, who welcomed the delegates to Cincinnati.

In addressing the convention, Mr. Martin said that the citizens of Cincinnati were delighted to be honored with a convention which represented the most important branch of the lumber industry. Completing his remarks, Mr. Martin presented President Norcross' son with a baseball, which contained the signature of "Babe" Ruth, the home run king of baseball. Messrs. Hargrave and Reilly, concurred in the remarks of Mr. Martin and added that their respective organizations were at the disposal of the delegates.

George N. Delaney of Williamsburg, Ky., responded to their remarks on behalf of the delegates and assured the organizations which were instrumental in bringing the spring conference to Cincinnati that the delegates were pleased with the selection.

The address with which President Norcross opened the convention expressed a spirit of hopefulness and feeling of confidence in the present industrial depression. Discussing association matters, Mr. Norcross urged that the annual meeting be held in Cincinnati in the spring instead of the fall and that the fall meetings be held in rotation in the various Southern States. He placed his proposition before the body following a discourse on the advantageous location of the city.

"I have a recommendation which I hope will be approved by the delegates, which is of vital importance and that is an amendment to the constitution concerning dues," Mr. Norcross said. "If this proposal is adopted it will put the organization on a sound financial basis."

Concerning the logging industry he said that "serious problems which now confront the business will be discussed and plans devised for their early solution. The lumbermen must protect themselves from the drastic laws which are being introduced in the national and state legislative bodies in reference to the lumber industry."

In reference to trade conditions Mr. Norcross said that "in years when business was good we were deprived of surplus funds and today when conditions are the reverse we are caught with a small surplus fund. Lumber prices have recently dropped 35 to 60 per cent from the top prices and millwork 17 per cent. But wages have not come down and the lumbering industry must either reduce the cost of production, shut down or go into bankruptcy."

Proceeding to reforestation Mr. Norcross stated that "he hoped that some plan would be laid out shortly whereby for every tree cut down another will be planted. We are getting deeper and deeper into the primeval forests and the best lumber now to be found is in remote places. That adds to the cost of production. There is perhaps only one-half of the original stand of forest left in the Appalachian system. The government figures indicate that at the rate of devastation production of hardwood in twenty years will be seriously impaired. Now very little walnut remains. Reforestation must be done under some form of Government supervision as in France and Germany. In Maine pulp concerns are cutting trees under Government supervision."

Secretary's Report

The report of Secretary T. Sunderland dealt largely with the financial situation of the association. He said that the membership roster today contains 64 members as against 7 when the organization was founded.

The first address of the convention was made by Landon C. Bell, of Columbus, Ohio, on "Co-Operation." Mr. Bell urged the lumbermen to practice this more in their daily tasks and hailed it as the fundamental principle for conducting a successful business.

Owing to the absence of J. J. Adderly of the Integrity Mutual Casualty Company, Chicago, Ill., who was called unexpectedly to Atlantic City, George M. Williamson addressed the delegates on "Safety in Mills and Woods." Mr. Williamson illustrated his lecture with motion pictures.

Speaking on transportation problems of today, J. J. Townshend of the Southern Hardwood Traffic Association, Memphis, Tenn., said that the lumber industry suffered untold losses during the past year, due to the lack of sufficient car supply and transporta-

tion facilities. This situation, he stated, was aggravated by priority orders issued by the Interstate Commerce Commission, giving preferential car supply to certain commodities. Mr. Townshend said that under the Transportation Act of 1920, the Interstate Commerce Commission was given authority to make special rules or orders with respect to car service affecting any specific commodity. The result, he continued, was a serious discrimination against the hardwood industry in the distribution of equipment. Mr. Townshend urged the delegates to support a bill to secure the abolition of such legislation as gives the Interstate Commerce Commission authority to issue priority orders.

The address of L. Wallis Gibbons, of the H. J. Baker & Brothers, New York City, on utilizing of waste of hardwood lumber was very interesting and applauded by the delegates.

Mr. Gibbons made a comprehensive survey of the logic of waste prevention and utilization of hardwood lumber, appealing to the lumbermen to gather up the waste in the mills and woods and dispose of it to the wood chemical plants.

The afternoon session concluded with an address on "Fire Prevention and Insurance Problems," by Frank Burns of the Lee Blakemore, Inc., Chicago, Ill.

In the evening the delegates were the guests of representatives of the machinery and supply houses in the ballroom, where the latest developments in machinery used in the logging and lumber industry were shown by motion pictures. A Dutch lunch and vaudeville show followed.

During the second morning of the convention the members listened to a most interesting address from E. A. Gaskill, of the Suncrest Lumber Company of Sunhurst, N. C., on logging power, equipment and methods. Mr. Gaskill advocated that the plant for all around logging in the Appalachian Mountains should be on one steel car between 36 and 40 feet long, and the weight for the car, machinery, tower spar and rope should not exceed eighty tons.

Discussion of Addresses

Discussion followed the addresses of the second day and on Mr. Gaskill's topic it was largely over the advantage of using superheated steam in getting efficiency and reducing boiler troubles.

The importance of avoiding curves in the slide and the use of oil at some points in the slide in dry weather and of ice for the same purpose in cold weather was emphasized by F. B. Duane of the Western Carolina Lumber Company, Burnsville, N. C., in his address on logging with log-slide method in combination with ground skidder. Another speaker at the morning session was C. S. Badgett of the Champion Fibre Company, Canton, N. C.

Addressing the convention on problems of capital and labor of today, John Raine, of Rainelle, W. Va., former president of the congress, said that they never will be settled right until they are negotiated on the basis of the principles of Jesus Christ. Mr. Raine emphasized the fact that there must be permitted the influx of the right type of foreign labor because the lumberman always needed this and with prosperity will need it again.

Horses are preferred more often for logging purposes than mules or steers, John Shea of Knoxville, Tenn., said in an address on horses. The reason for this, he said, is because the horse is "smarter." In conclusion Mr. Shea said horses should only be fed half their regular allotment when not working. Overfeeding, he stated, has resulted in the death of many animals in logging camps.

A discussion followed on the subject as to which was the best for logging purposes, the horse, mule, steer or skidder. It was agreed that this could not be determined because conditions arise sometimes in the forest where one could be used to better advantage than the other and then vice versa.

Some startling figures as to the saving by the use of track laying machinery in preference to the old way of constructing railroads were given by J. J. Lumm of the Clyde Iron Works, Duluth, Minn. Mr. Lumm described the latest development in track machinery to answer the purpose of the loggers. The adoption of power for logging purposes in the place of muscles, he said, has been slow.

"The forest end of the industry," he said, "to some extent still plugs along in the old fashioned way, fearing to depart from well beaten paths until the other fellow blazes the way."

W. T. Latham of the Andrews Manufacturing Company, Andrews, N. C., was unable to deliver his address on logging railroads because of a severe cold which he contracted on the train. His manuscript on the subject was read by President Norcross.

The afternoon session concluded with an address on the use of caterpillar steam shovel in logging railroad construction and the portable camp housing by C. L. Babcock of the Babcock Lumber and Land Company, Maryville, Tenn. The delegates then assembled in groups and conducted round table talks.

The annual banquet held in the evening was attended by several hundred members and their friends. At this brilliant social event Miles Byrns, of the Cumberland Valley Lumber Company, Cincinnati, presided as toastmaster. Addresses were made by Clifford Martin of Cincinnati and C. S. Babcock. On behalf of the delegates, Mr. Babcock presented W. C. Champion of the Clyde Iron Works, and chairman of the entertainment committee with a cigarette case for his fruitful labors in arranging the program. President Norcross eulogized Mr. Champion as one of the founders of the Appalachian Logging Congress. Mr. Champion responded with remarks of appreciation for the gift. The affair concluded with a vaudeville show.

The Closing Session

The speakers at the last session of the convention on the morning of March 30 were L. D. Gasteiger of the Pittsburgh Lumber Company, Braemar, Tenn., and Andrew Gennett of the Gennett Lumber Company, Asheville, N. C.

Mr. Gennett said that statistics for 1918 show that 60 per cent

of the lumber produced in the Appalachian region was the product of the portable mill. Ninety per cent of the portable mill operations have ceased during the past six months, he said. Under present conditions, Mr. Gennett said, portable mill operations will not be able to supply their 60 per cent when business revives. Mr. Gennett predicted business would improve immediately upon the readjustment of wages and freight rates. In conclusion, he described the methods of forestry in France.

Leslie Brooks of Bryson City, N. C., who was slated to make an address on timber resources in Panama, was unable to attend the convention because of important business in the east. His paper was read by J. R. Williams, publisher of the Appalachian Logging Journal. Mr. Brooks in his manuscript said that the lack of roads is the chief drawback of timber development in Panama. He said that American lumber interests need fear no competition from the low priced woods from Panama as climatic and other conditions will always make lumber production expensive in the tropics.

C. G. Rogers, director of forest studies in America to the Government in India, in addressing the convention said that he never saw such wonderful opportunities as in this country. Mr. Rogers, who has been in the United States fifteen months with seventeen British engineers, said it is impossible to introduce machinery appliances in the Far East because of the abundance of labor. Mr. Rogers is making a study of American logging methods.

The convention was brought to a close with an address on association matters by J. L. Boyd, secretary of the Southern Logging Association, New Orleans, La.

In the afternoon of March 30, between 50 and 75 delegates motored to the plant of the Cherry Lumber Company, where a dry kiln demonstration was held for their benefit.

Alluvial Empire Builders Meet

The Federal Land Banks, the Joint Stock Land Banks and the Federal Farm Loan Associations operating under the Federal Farm Loan Act, recently pronounced constitutional by the Supreme Court of the United States, are in position to play a very important part in the development of cut-over and other lands in the vast alluvial empire in Arkansas, Mississippi, Tennessee and Louisiana, according to Walter Howell, president of the Federal Land Bank, Louisville, Ky., who delivered the feature address before the fourth annual meeting of the Southern Alluvial Land Association at the Hotel Chisca, Memphis, Thursday afternoon, April 28. He pointed out, in particular, that these agencies are in position to furnish "real money" for the needs of farmers and landowners not only to pay their current indebtedness to their bankers, their merchants and other creditors but also to carry on the development work now in progress, and that they can furnish this "real money" on a basis, so far as terms are concerned, that is impossible for bankers and others who have capital to loan.

W. H. Dick, vice-president of the Tallahatchie Lumber Company, Memphis and Phillip, Miss., was elected president. He succeeds A. C. Lange of the Chicago Mill & Lumber Company, Blytheville, Ark., who served as head of this organization for a single year. Other officers and directors chosen were: W. H. Bonner, J. H. Bonner & Sons, Memphis and Heth, Ark., first vice-president; Max Sondheimer, E. Sondheimer Company, Memphis, Tenn., Shreveport, Sondheimer and Tallulah, La., second vice-president; John M. Pritchard, secretary-manager of the Southern Hardwood Traffic Association, treasurer; A. C. Lange, Blytheville, Ark., F. K. Conn, Shreveport, La., Max Miller, Marianna, Ark., S. E. Simonsen, Luxora, Ark., and S. M. Nickey, Memphis, directors. At a meeting of the executive board held immediately after adjournment, F. D. Beneke was re-elected secretary.

The association unanimously passed resolutions protesting against the action of congress in restricting immigration, taking the view that immigration should be free and unhindered in the interest of the undeveloped lands of the alluvial empire and other sections of the United States.

The report of F. D. Beneke, secretary, showed that 29 members had been received during the past year and that losses, all by resignation, had been eight, leaving a net gain of 21 members. The report indicated that these resignations had been handed in because of necessary retrenchment incident to the severe deflation of the value of farm products and suggested that those who had resigned would reinstate their memberships when conditions were more favorable.

The report also indicated that, while it had been necessary to practice the most rigid economy, the association had been able to take care of all its obligations up to the time of the annual. In this connection, Mr. Beneke made it perfectly clear that the association is, despite the economy necessary, in better position than ever before to carry on its activities in behalf of the alluvial empire because of the splendid talent at its command and because of the willingness of newspapers, magazines, trade papers and other publications to use everything the association offers in the way of publicity matter bearing on this particular section of the United States.

The report of Secretary Beneke dealt largely with the publicity work accomplished during the past year, saying that this surpassed anything ever previously undertaken by any similar organization. He said that thousands of columns of live reading matter had been given wide circulation through the media already mentioned, to say nothing of the thousands of pamphlets which had been mailed out of the offices of the organization.

Standardization of Dimension Stock

By William A. Babbitt,

Chairman of the Committee of Standardization, Association of Wood Using Industries

II. Some Problems for the Lumbermen to Solve

The first paper on the subject of Standardization of Dimension Stock for Wood Using Industries endeavored to set forth the preliminary steps necessary to be taken before the standardization project could be properly launched.

After showing that the origin of the present movement goes back to the efforts of wood users to establish a sound basis for cost accounting, (which basis will always be one of the principal benefits of standardization), figures were quoted showing the great importance of standardization from the viewpoint of lumber conservation. The paper then proceeded to indicate and briefly discuss some of the more obvious reasons which prevented the general turn of wood using industries from lumber to dimension; and which prevented lumbermen from widely undertaking so obvious and effectual a method of salvaging waste and getting a better return for low grade lumber.

Not a Discussion of Production Technique

It is not the purpose of this paper to discuss manufacturers' problems involved in the production of Standardized Dimension. We wish to present certain outstanding features of the Standardization Program which particularly concern the lumbering interests. This paper is an effort to view and attack this problem from the right angle of approach.

I.—Importance of Appreciating Consumers' Viewpoint

One might easily and safely hazard the opinion that the lumberman who is not willing to take the time and trouble to get the woodusers' point of view had better stay out of the Dimension Program altogether. In fact, the writer believes that in no other way can a lumberman get a proper sense of the importance of small things in present day lumbering more easily and accurately than to look at his business from a woodusers' standpoint. The wooduser is daily brought face to face with these "small things" in lumber. He knows how tremendously they affect his whole production problem. These "small things" the lumberman is apt to overlook, but the wooduser cannot do so.

A Case in Point

We will assume, for the sake of illustration, that a lumberman has gone into the production of dimension for some large manufacturer of turned wood products. This customer wants his stock sawed in steps of one-eighth of an inch, throughout a certain range of sizes. Such a specification might strike a lumberman as unreasonable, especially if his customer should refuse oversize squares. Let us say that the customer wants 1" x 1" squares, while the lumberman only has 1 1/8" x 1 1/8" squares. Why be fussy about so small a matter as 1/8" oversize?

But the customer is not unreasonable, and he can easily show the reasonableness of his position. Did you ever figure the difference in volume between an 1" x 1" square and a square that is 1/8" larger? Probably not. But the manufacturer of turned wood products knows—or ought to know—that if a certain job requires five thousand feet b.m. of 1" x 1" squares, he will have to pay for 6,250 feet, providing he listens to the lumberman who wants him to buy for this job, squares only one-eighth of an inch oversize.

One thousand two hundred and fifty feet of this stock will be

thrown into shavings, at an extra cost of \$125 for material, PLUS the cost of manufacturing that 1,300 feet of lumber into shavings, PLUS the cost of slowed production, due to the excessive turn-off, on account of unnecessary oversize. This 1/8" oversize square is 25 per cent larger than the required square. It would be very conservative to state that this 1/8" oversize, in this case, would add at least 50 per cent to the cost of raw material for the job. The point is that the woodusers' attitude is not always stupid or unreasonable. Sometimes there is a very valuable grain of sense and gleam of intelligence therein.

The Reverse Side of the Illustration

The reverse side is naturally the lumbermen's side. Let us suppose the lumberman had said to his customer: "I haven't the one inch squares, but I will give you the inch and one-eighth at the same price, as there is very little difference." The customer accepts. How does the lumberman come out? He sells his inch and one-eighth squares at a discount of over 20 per cent, assuming that he was selling both sizes on a \$100 per M base.

Further, this illustration sheds new light on the importance of proper equipment for sawing. The writer's somewhat extensive observation would tend to confirm the opinion frequently expressed that most dimension outfits are equipped with saws that produce one inch squares from stock which with proper saws would produce inch and one-eighth squares. In which case 200 board feet or more are converted into saw dust for every thousand feet of merchantable dimension stock produced—board feet which ought to be sold for real money. On an average dimension mill run of 7,500 feet a day, some 1,500 feet of merchantable stock daily "goes up the flue." The point is that the question of saw kerf is much more important in manufacturing dimension stock than in manufacturing plank. It is as many times more important, as the average number of rippings per board.

Could there be any school of economy for lumbermen more suggestive and profitable than to operate a dimension mill with persistent and intelligent reference to saw kerf and net footage in terms of dimension stock?

The writer has ventured to extend his illustration to this great length in order to bring home the vital point that is all-important for lumberman to see this dimension problem from the view point of their customer. Furthermore, we wish to make plain that there is no step in the Dimension Program which is not characterized by similar mutual advantages.

Dimension Stock a Specialty

One of the vivid and still fascinating memories of my childhood is the visit of the family doctor of—well a good many years ago. What a wonderful medicine case he carried! The very smell had healing virtue. And what wonderful cures he compounded! Ten to fifteen drugs for a tumbler of dosage were common, along with half a dozen kinds of pills. In desperate cases he loaded his shot with nearly his whole line. So we grew up strong and husky.

But now doctors are becoming specialists. They have to be. And incidentally they find it more profitable—or at all events, it costs their patients more.

There seems to be certain similarity with regard to dimension stock. To succeed, one must specialize. It would be a big undertaking for one mill to cover the standard specifications for, let us say, farm wagons. Very few mills would safely undertake to stock the line of specifications which have been submitted by the National Association of Wood Turners. Careful students see little chance for the mill who imitates the "shotgun dosage" practice

EDITOR'S NOTE: This is the second of three papers on the problems involved in the standardization of dimension stocks, the first of which was published in HARDWOOD RECORD April 25. May we call your attention to the introductory paragraph, and the statement that these papers deal only with general features of the problem, and not with technical details? From time to time, and from many different but authoritative sources, Mr. Babbitt expects to present studies that go into every practical detail of the problem.

of the doctors of the old school. It would seem to be folly for any mill to attempt to cover a tenth part of the furniture manufacturers' requirements.

So this Program of Standardization evidently requires a lumberman to approach the production problem with reference to a particular field, rather than in a general way. In a word, he will be under necessity to decide, not to manufacture dimension stock; but to manufacture certain lines that careful surveys show (1) to be easily and reliably marketable; and (2) which interlock, so as to use up all stock available for dimension to the best advantage. Furthermore (3) he will install machinery with special reference to his specialized lines.

II.—Clearing the Ground

If it is safe to say that the lumberman who is unable or unwilling

to approach the standardization problem from the wood user's point of view, let better stay out altogether; it is equally safe to say that he also had better stay out unless he is prepared and determined to dismiss a number of long settled and totally mistaken ideas about dimension stock. It will make all the difference in the world whether the lumberman looks down on or looks up to this program. We've got to respect our job. To mention some of these fundamental opinions which are quite mistaken:

1. That dimension stock is a low grade proposition. It will be essential to success to root out this idea, though frequently it will require a mental stump puller to turn the trick. This operation would kill some of us.

But the truth is that dimension stock stands out as the sole high

(Continued on page 53)



the evening of April 26, and where the plan was enthusiastically received. On this occasion Mr. Goodman had the following to say on the council:

Publicity is one-half the battle. The other half is service-first, the general boosting service that the whole community should take part in. If we all say, "Let us make Kenosha a city of homes," it will become a city of homes. But there is a very special service in home building that must be performed. The prospective builder realizes this and so he furnishes plans and assists the prospect in getting the bids and tells him how to secure a building loan. The realtor does this, so does the building and loan association, the builder, the architect. Each of you realizes that no one wants lumber, brick, cement, building lots and building contracts. What the prospect wants is a home. He has no experience in building a house or financing the operation. So when your publicity work has created a prospect, you should be ready with some kind of co-operation service to close the deal. I suggest, mind you, I merely suggest that you have a Home Building Council with a chairman in whose integrity, ability and fairness everyone has confidence. Your secretary should be some one who really wants to work on this job, possibly the secretary of our chamber of commerce, who wants to be of service to the community, and who should have an office where everyone can consult him.

You will put on the council the publicity expert I have referred to: also a house plan expert, who can get all the various home planning services and architects lined up to enable the secretary to show any one how to select a house plan, and what he will have to pay for it.

You will need a building cost expert, who will get the builders' estimates on typical plans and specifications, that will enable the Secretary to tell the prospect what his house will cost.

Also, a building loan expert, who will get all the banks and building loan associations, private lenders of money and some of the big industrial en-

players to draw up safe but liberal terms of making building loans, and a real estate expert who knows Kenosha and can advise impartially as to real estate values.

You may also find need for some other members to this council. They must all be men willing to devote their services in this work. I know you have such men with both ability and willingness to serve.

This, in brief, is the plan for the council. In considering it the name of any given community may be substituted for that of Kenosha, as it is a proposition capable of application to any community large enough to need homes and to furnish the essential personnel of the council.

Mr. Goodman's conception is that this council should be formed following a Home Building Conference, at which all the various phases of the problem of home building in the community have been carefully analyzed. The council will be permanent, or at least exist through the period of the emergency, and will make the proposition of building a home easy for the average head of a family. As the above statement indicated, the council will give dependable answers to all the technical and other details and problems that stand between the prospective home builders and the realization of his desire for a home. These details are bound to offer a certain measure of discouragement to the prospective builder and thus a body that will work them out for him is certain to furnish the best possible encouragement and leave no discouraging features before even the most timid or busy prospect.

Proposed National Hardwood Rules Changes

The annual report of the Inspection Rules Committee of the National Hardwood Lumber Association has been issued. This report, which will be presented at the twenty-fourth annual convention of the association in Philadelphia, Pa., June 9 and 10, by John W. McClure of Memphis, Tenn., Chairman, is expected to furnish one of the chief topics for deliberation, as is usual at the annual conventions of the National association.

The committee this year proposes seven changes for the purpose of clarifying certain moot sections of the rules, five distinct changes and one actual addition. The addition to the rules applies to Standard Turning Squares and is recommended at the request of the Association of Wood Using Industries.

The members of the committee, in addition to Chairman McClure, are as follows: D. O. Anderson, J. L. Benas, Jos. H. Dion, E. B. Ford, Harry C. Fowler, M. J. Fox, George Kersley, C. H. Kramer, O. M. Krebs, H. W. McDonough, Ray McQuillan, Charles N. Perrin, Frank Purcell, W. T. Roberts, L. L. Shertzer, Daniel Wertz.

The changes recommended follow:

PART I

FOR CLARIFYING PRESENT RULES

Paragraph 1:

Measurement of the Grade of Shorts in Mahogany.

(See page 53 of present rules.)

The following change in the method of measuring and tallying the grade of Shorts in Mahogany is recommended by a number of mahogany producers. It has been adopted by the Timber Trades Federation of England and by the National Lumber Exporters Association of the United States. This change in method of measurement does not affect the final result nor the grade. It is proposed as a convenience in order to make it possible to use the ordinary board rule. The change, if adopted, will make the present rule for shorts read as follows:

SHORTS must be 4" and over wide.

Standard lengths are 2, 2½, 3, 3½, 4, 4½, 5 and 5½ feet. Fractional lengths other than standard must be measured as of the next lower standard length. Shorts must be measured and tallied as if four times the actual standard length and the resulting tally divided by four.

Pieces 4" and 5" wide must be clear.

Pieces 6" and over wide will admit standard defects according to the above basis of surface measure (four times the actual surface measure) as follows:

8 feet, 1 standard defect or its equivalent.

16 feet, 2 standard defects or their equivalent.

22 feet, 3 standard defects or their equivalent.

26 feet, 4 standard defects or their equivalent.

Paragraph 2:

No. 2 Wagon Stock.

(See page 107 present rules.)

The addition of the following sentence under the caption of No. 2 Wagon Stock has been suggested by the National Implement and Vehicle Association to remove a cause of misunderstanding without changing the present interpretation of the rules:

Heart and shake will not be admitted.

Paragraph 3:

Wagon Box Boards.

(See page 102 present rules.)

A request coming from the National Implement and Vehicle Association has been approved by our committee regarding the grade of Box Boards. It is recommended that the words "and checked" be inserted after the word "warped" in the last paragraph, page 102. This would not change the present interpretation and if adopted would make the paragraph mentioned read as follows:

Woolly cottonwood and lumber so warped and checked that it cannot be used for box boards must be excluded from this grade.

Paragraph 4:

Quartered Woods.

The insertion of the following definition of the term "Quartered" when used in connection with woods which now have no rules for quartered is recommended:

In woods where figure is not required, lumber shall be considered as quartered when the radial grain is at an angle of forty-five degrees or less with 80 per cent of one face of the piece.

Paragraph 5:

Measurement of Strips.

(See pages 95 and 96 present rules.)

Our present rules contain no instructions for the measurement of strips under special inspection. The adoption of the following rule is recommended as being in conformity with the interpretation now being used:

Strips may be ¾" scant of standard widths when shipping dry. In the grades of clear and clear sap strips, tapering pieces must be measured at the narrow end. In the grades of common strips, tapering pieces must be measured one-third the length of the piece from the narrow end.

Paragraph 6:

Definition of Sound Cutting.

(See page 13 present rules.)

The insertion of the word "heart" after the word "rot" is recommended for the purpose of removing a cause of frequent misunderstanding and is in accordance with the present interpretation. This insertion would make the paragraph read as follows:

The term SOUND CUTTING as used in these rules means a cutting free

from rot, heart, shake and other defects which materially impair the strength of the piece.

Paragraph 7:

Standard Grades.

The insertion of the following paragraph under General Instructions is recommended for the purpose of avoiding misunderstanding and promoting the use as far as possible of the exact grade names as they appear in these rules:

All lumber shall be inspected according to these rules as defined under General Instructions and Standard Inspection unless otherwise specified. The rules defined under Special Inspection shall be applied only when specified in the contract between buyer and seller. The rules under Standard Inspection and Special Inspection shall not be applied under any contract which specifies grade names different from those listed herein, except by special agreement between buyer and seller.

PART II

CHANGES IN THE PRESENT RULES

Paragraph 8:

Miscut Lumber.

(See page 10 present rules.)

Owing to the difficulties involved in manufacturing 4" and thicker lumber, especially in some woods, it is recommended that the rule defining miscut lumber be amended so as to permit a variation of $\frac{1}{2}$ " in thickness in stock cut 4" and thicker. If adopted, this paragraph would read as follows:

Lumber showing greater variation in thickness between any two points than the following table must be measured at the thinnest part and classed as miscut, and must be graded and reported as such:

- $\frac{1}{8}$ " in thicknesses of $\frac{1}{2}$ " or less.
- $\frac{3}{8}$ " in thicknesses of $\frac{3}{4}$ " and $\frac{1}{2}$ ".
- $\frac{1}{4}$ " in thicknesses of 1" to 2".
- $\frac{3}{8}$ " in thicknesses of $2\frac{1}{2}$ " to $3\frac{1}{2}$ ".
- $\frac{1}{2}$ " in thicknesses of 4" and thicker.

Paragraph 9:

No. 2 Axles.

(See page 107 of present rules.)

On suggestion of the National Implement and Vehicle Association, that unsound knots now admitted by our rules in No. 2 Axles, in connection with other defects admitted, make too poor an axle for practical utilization, it is recommended that these unsound knots be eliminated from the present rule. If adopted, this would make the rule read as follows:

No. 2 Axles will admit $\frac{3}{4}$ " sound knots, $1\frac{1}{4}$ " sound knots not less than 12" apart, or their equivalent in smaller defects; season checks 1" deep and 24" long, end splits not exceeding 8" in length, grain crossing in not less than half the length of the piece, 1" of wane, two grub holes showing on one or two sides, or other defects equivalent to the above.

Hewn axles shall be measured to square to the size they are ordered.

Defects at ends of axles that will admit working five feet six inches to be accepted.

Paragraph 10:

Cypress Rules.

(See pages 77 and 78 present rules.)

In order to meet prevailing customs of the trade and to simplify inspection, the following changes are recommended in the rules for No. 1 Common, No. 2 Common, No. 1 Boxing and No. 2 Boxing. These changes consist of reducing these four grades to three grades. Other grades in cypress remain unchanged. The present rule for No. 1 Common is left unchanged with only one or two slight modifications for the purpose of clarifying the rule. The present rules for No. 2 Common and No. 1 Boxing are combined in one grade under the caption of No. 2 Common. The present rule for No. 2 Boxing remains unchanged with the exception that the caption is changed to "Boxing." These rules as amended would read as follows:

No. 1 Common.

Inspection must be made from the good side. The reverse side must not be below the grade of No. 2 Common and must not contain defects that materially impair the strength of the piece or prevent its use in full length and width for common purposes. No. 1 Common must be 3" and over wide, 6' and over long, admitting not to exceed 10 per cent of 6 and 7' lengths.

This grade will admit sound stain, worm holes, season checks, a slight amount of peck, slight shake not extending through the piece, sound knots, an occasional unsound knot not exceeding 1" in diameter and not extending more than half through the piece, slight wane on one or both edges not to exceed one-third the length or one-half the thickness of the piece and one end-split not exceeding in length the width of the piece or its equivalent in both ends.

No. 2 Common.

No. 2 Common must be 3" and over wide, 6' and over long.

This grade will admit all the defects admitted in No. 1 Common, but the defects may be larger and coarser, and in addition will admit peck on both sides, through shake, unsound knots, knot holes, and other unsound defects that will not cause waste of more than 33 1/3 per cent of any piece when used for ordinary box making, crating, sheathing or similar purposes in cuttings not less than 3" wide and 2' long or 4" wide and 18" long.

Specified widths in this grade must have sufficient strength to permit the use of each piece in its full length and width for low grade fencing, sheathing, construction and other common purposes.

Boxing.

Boxing must be 3" and over wide, 4' and over long, and must work not less than 50% in the following described cuttings, no cutting to be less than 3" wide and 2' feet long, or 4" wide and 18" long. Each cutting may contain sound stain, worm holes, unsound knots and peck that do not extend through, season checks and other defects that do not materially impair the strength of the cutting or prevent its use for ordinary box making purposes.

Paragraph 11:

No. 1 Common Mahogany.

(See commencing page 51 present rules)

There are certain differences between the present grade of No. 1 Common Mahogany and the same grade of Oak and other cabinet woods. Several large Mahogany concerns feel that this condition should be corrected, not only because this grade of Mahogany is cut up for practically the same purposes as Oak, but also to make the rules more uniform and easier of application. It is, therefore, recommended that the present rules for No. 1 Common Mahogany be amended to conform to the eighth, ninth and tenth paragraphs under the caption of No. 1 Common Plain Oak on page 59. The rule as amended would read as follows:

No. 1 Common must be 4" and over wide, 6' and over long.

Pieces 4" wide, 6' and 7' long, must be clear; 8 to 11' long, must work 66 2/3% clear face in not over two pieces; 12 to 16' long must work 66 2/3% clear face in not over three pieces. No piece of cutting shall be less than 2' long by the full width of the piece.

Pieces 6' long, 5" to 8" wide, may have one standard defect; 9" and over wide may have two standard defects.

Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; 12' to 16' long must work 66 2/3% clear face in not over three cuttings.

Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; 10' to 13' must work on 66 2/3% clear face in not over three cuttings; 14' to 16' must work 66 2/3% clear face in not over four cuttings.

Each additional 4' in length over 16' long will admit one additional cutting in all widths described above.

No cutting shall be less than 4" wide and 2' long or 3" wide and 3' long.

PART III.

Additions to the Present Rules.

Paragraph 12:

Standard Turning Stock. Special Inspection.

The Association of Wood Using Industries has requested that we adopt rules for turning squares. They state that the requirements of the wood-turning industry, as shown by their surveys, are normally 1,800,000,000 feet per annum and that practically all of this is classed as hardwoods. The rules which they propose are substantially the same as the following recommendations:

Standard Turning Squares.

Standard sizes are $\frac{1}{2}$ " to $2\frac{1}{2}$ " in multiples of $\frac{1}{8}$ "; and $2\frac{1}{2}$ " to 5" in multiples of $\frac{1}{4}$ ".

Standard lengths are 18" to 24" in multiples of 1", and 24" and over in multiples of 2", but there must not be more than 20% of 24" and shorter.

Standard grades are No. 1 and No. 2, which are combined as one grade unless otherwise specified. The combined grade must not contain more than 30% of No. 2.

Standard turning squares must be sawn full size and length when shipping dry. Over size variation of not more than $\frac{1}{16}$ " shall be allowed. Squares having an oversize variation of more than $\frac{1}{8}$ " shall be classed as miscut.

Wane or other defects that will be removed in turning the square to its working size shall not be considered as defects. End checks not exceeding $\frac{1}{2}$ " in length will not be considered as defects. Sap is no defect unless otherwise specified. No heart will be admitted.

Otherwise No. 1 Standard Turning Squares must be clear. No. 2 Standard Turning Squares will admit one sound $\frac{3}{8}$ " knot or its equivalent for each 18" of the length of the piece.

The American Wholesale Lumberman

All the full grown vigor of the warriors who sprang full armored from a sowing of dragon's teeth is displayed by the first edition of the "American Wholesale Lumberman," the organ of the American Wholesale Lumber Association, which went to press April 26. The first issue, which is full of interesting news on conditions, trade opinions from leading wholesalers and snappy "500 Campaign" stuff, was sponsored by Charles B. Carothers, president of Charles B. Carothers, Inc., Memphis and Columbus, O. The Chicago members of the organization plan to sponsor the next issue of the paper.

The publishers promise to issue their lusty little sheet "frequently." L. R. Putnam, managing director of the A. W. L. A., is now on the masthead as editor and J. B. Walker is recorded as managing editor.

Getting Accurate Costs

By L. D. Gasteiger.

In ancient and medieval times Mariners had for their guide the stars in the heavens. In cloudy weather and in storms with the stars obscured from their view, they were often lost for days, and in many instances their ships were dashed upon the rocks and destroyed. When the compass came into general use the Mariner could refer to this instrument in sunshine and in rain and know that his ship was plowing through the waves in its proper course, and in absolute safety.

In business if we are to judge by the alarming number of failures, the pilots must have used the stars for their guide, for had they constructed their business upon a sound economical basis, failure would not have overtaken so many. The pilot of business is in the same position as the Mariner at sea. If the pilot does not have an accurate system of costs to guide him he will most surely be dashed upon the rocks and ruined absolutely, as will the Mariner who sails the seas without a compass.

So the system of costs is to business what the compass is to a seaman. Without them, both will eventually be lost. It is so utterly foolish for men to proceed in business without a guide, and as an accurate cost system is the only true guide I often wonder how so many hold on as long as they do.

All good business men, all successful men, know that an accurate cost accounting system is a prerequisite to any successful business undertaking, and why men will persist in sailing the sea of business without their compass when they know that sooner or later they will be without hope and their dreams of a successful business career forever blighted, is more than mystery to me. Upon an accurate system of costs all business must be built. No business can succeed for any great length of time without an accurate record of costs. I will admit, however, that during the high tide of the lumber business, when prices soared beyond all reason, costs **were not such a vital element during that period for it was almost impossible for an industry to get more money in their lumber than they could get out of it.** But we have passed through the period of inflation and depression is upon us, let us hope temporarily. To those who kept an accurate account of costs there is some hope, but to those who failed to keep an accurate account, the chances are they are drifting slowly but surely upon the rocks. If you know exactly what your lumber now on your yards has cost you you know what that lumber must sell for in order to break even, or make a profit, therefore, an accurate cost accounting system is indispensable in determining the question of sales. Costs are the mirrors of our selling prices and all men know that sale values are based on costs, and the two are inseparable in so far as the management of a successful business enterprise is concerned. In the matter of costs and sales the two go hand-in-hand, and as competition has been very keen in our business during late years the pilot of an industry who watches his costs closely and keeps an accurate record is most likely to survive. In all human probability the chief cause of the lumber business becoming demoralized, and ruinous competition set up, is due in a large measure to those engaged in our business who will not give their costs first consideration. If costs are disregarded our business will always remain unsatisfactory. A great many in our business and especially the circular mill people manufacture lumber with only a faint idea of what it has cost them, and in a great many cases in disposing of their lumber the item of cost has not been considered and they sell their product below cost, thereby bringing ruination upon

themselves and dissatisfaction to those in our business who are moving along on a sound and sane basis. If we could teach those in our business the absolute necessity of keeping an accurate account of costs, one of our great troubles would be eliminated and our business in general would be much more satisfactory. To those who disregard the item of costs, failure is the inevitable result, and the sooner these irresponsibles are driven from business by their own nearsighted policy the better off the lumber industry will be. Too much stress cannot be laid upon this item of costs. It is the bed rock, the very foundation of business and every transaction, no matter how unimportant it may seem is related to costs in a minor or important degree. You cannot do a single thing without affecting this item of costs.

The Fundamental Items.

Getting accurate costs is a big problem and it is not my intention to cover the entire field for to do so I would have to make a careful study of the various plants of the country and take into consideration certain items of expense which would be applicable to some plants and not to others; however, for the purpose of laying a foundation I shall briefly outline the fundamental items necessary to be considered and from these main items subdivisions may be made to take care of expense items which cannot be charged directly, but which must be charged in order to present a correct cost sheet.

First: The amount invested in your timber lands must be given first consideration, and the probable sales value of lumber must be figured and a reasonable average considered in order to form a sound basis from which to work. Lumber prices rise and fall like any other commodity and a general average is easily obtained by consulting statistics covering a period of say ten years. If your stumpage costs are high it may be impossible to operate in such an economical manner so as to produce a profit. Practically all lumber operations are confronted with like difficulties, and one not experienced in the business should make a thorough investigation of all the items making up the basic elements of costs before entering the field, therefore, as a first consideration, great importance is attached to stumpage values, for as a rule it forms one of the principal items of costs.

Second: Plant facilities which consist of sawmill, boiler room, planing mill, machine shop, yard, homes, office building, store room, etc., is the second important item to be considered. The cost of construction of all plant facilities will naturally depend upon the location of a plant, and the supply of labor. And in figuring on the size and kind of plant facilities the length of time required to cut the boundary must be considered. After a plant is constructed the cost of the necessary repairs and repair parts go into your monthly cost statement, but your initial investment must be taken care of by monthly or annual depreciation charges which, of course, greatly affects your costs. This item of depreciation, which is considered an overhead expense, is very important and affects costs in the same manner as direct labor charges. Depreciation charges should be made in poor and in good seasons for in the wind-up you are ahead or behind in proportion to the record you have kept of your depreciation charges.

Third: Railroad construction and railroad maintenance must be given very careful consideration. The cost of building a railroad depends upon the character of the country through which the road is to be built. In a mountainous country, where heavy cuts and fills are to be made and many streams to be bridged the cost is very great, whereas in a level country the laying of ties and steel is about all that is necessary unless the ground should be soft, and in that event provision must be made for a firm road-

*EDITOR'S NOTE: This address was delivered by Mr. Gasteiger at the spring meeting of the Appalachian Logging Congress in Cincinnati, O., on April 30. Mr. Gasteiger is vice president and manager of the Pittsburgh Lumber Company, Pittsburgh, Pa.

Manufacturers
of
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Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

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MAIN OFFICE
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bed. A careful survey of the road to be built should be made and a careful estimate of the cost of construction should be figured. As these items are all chargeable against the lumber you are to manufacture it is imperative that no mistakes are made in your estimate for on your original figures often depends the success or failure of your job. I have no doubt but that there are members present who can call to memory jobs that have fallen by the wayside on account of the owners failing to properly estimate the cost of their roads. As to railroad equipment which consists of engines, cars, steel, etc., I can only say that proper depreciation charges should be made monthly or yearly, for like your plant facilities old Father Time is constantly on the job and the only possible way to take care of his destructive work is to head him off by making proper depreciation charges.

I have given you three of the vital elements which affect your costs. Investment in timber, plant facilities and railroad construction and maintenance. I now come to the most important item affecting your costs and that is labor.

Labor, the All-Important

In the woods timber cutting, steam skidding, swamping, grading, and teaming costs must be kept separately. To these items supplies and extra expense must be added. The cost of keeping teams in the woods must be considered and last, but not least, you must know exactly what you are making or losing on your cook room.

Branch line railroad construction should be kept separately for this is a continuous item of expense, and should properly be divided into swamping, grading, laying and taking up steel. All of these items make your stocking costs. In the cost of loading logs, labor charges, upkeep of loaders and the necessary supplies and expense must be taken into consideration and an accurate account kept. The cost of hauling logs from the woods to the mill must be kept separately and into the item of costs are direct labor charges, fuel, upkeep of track, repairs to cars and locomotives.

In the mill practically all charges are made against sawing, except the costs which are chargeable to the articles which are made from the off-fall.

On the yard the expenses are divisible into trucking, sticking, loading, supplies and expenses.

Administration and general expense account covers a wide field. To this account salaries of officers and their traveling expenses when on company business are to be charged. Interest, insurance, and taxes are chargeable to this account and must not be overlooked.

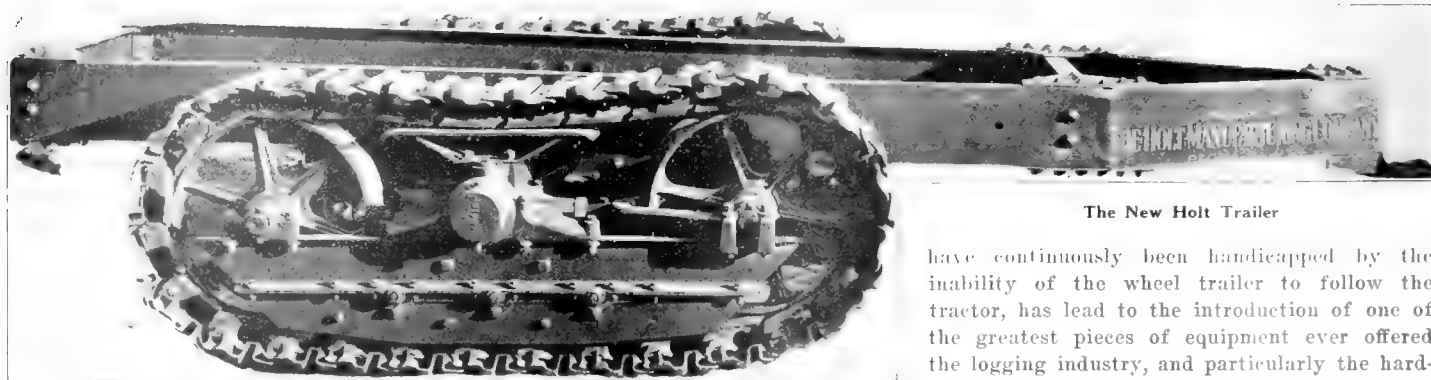
I have made no attempt to cover the entire field of costs, but have endeavored to impress upon you the necessity of getting accurate costs. The various items which I have named will form a basis from which to work, and every item of expense no matter how small must find a proper place in your accounts if you are to have an absolutely correct cost sheet.

If every lumber company in this section of the country keeps an accurate account of costs our business will prove both pleasant and profitable. When the prices of lumber are below the cost of production it is imperative that the lumbermen of this section demand a price that will average something more than the cost of production. Practically all mills in this section have or should have costs of production at about the same figure. If you know that your costs are in line with other mills it is not necessary for you to take less for your lumber than it cost you, for by so doing you are bringing ruination to yourselves and at the same time demoralizing the industry in which you are engaged. It is not fair to cut prices below the cost of production and it is not good business, therefore, maintain a standard, let your accurate cost sheet be your guide in determining your sales and never sell below the average cost of production, in other words, make your average sales price exceed your average cost of production, and then you will be on a sound basis and your success assured.

I ask for hearty coöperation. I ask that all join hands in making our business sound and secure.



The "Caterpillar" Trailer



The New Holt Trailer

It is interesting to note the progress which has been made during recent years as a result of the educational advantages and experiences learned from the armies overseas. The war with its terrible cost and its gruesome results has accomplished one important measure—the rapid progress of mechanical appliances.

A great deal has been written about the "Track Laying" type tractor, which was originally conceived as an agricultural unit, and was later developed by the military engineers, who realized its advantages as a military weapon. The complete success of the tank lead to the adoption of the "Artillery" model tractor, and this was used extensively and with great success in hauling heavy guns and supplies to the front.

With the return of peace the lessons learned about tractors during this great conflict were utilized by the progressive and ever alert hardwood industry. The year of 1919 saw the introduction of the "CATERPILLAR" tractor as an emergency equipment for skidding and hauling logs. These tractors have completely proved their value, primarily because the autumn and winter of 1919 saw an unprecedented amount of rainfall in the south. The woods, which were always difficult to log, became almost impossible. Over night they were turned into an impassable sea of water and mud. Skidding and hauling by oxen and mule teams was practically impossible, and every reader of the **HARDWOOD RECORD** doubtlessly knows the value which these tractors proved to be.

The one drawback, and obviously an obstacle which had to be overcome, was the trailer question. Although it was possible to enter the low lands, the swamps and bogs, with the tractor, round wheel trailers mired down and hopelessly buried themselves up to the hub and, in many cases, to the bunks.

The experiences of the practical lumbermen, who have operated tractors successfully under adverse conditions and who

have continuously been handicapped by the inability of the wheel trailer to follow the tractor, has lead to the introduction of one of the greatest pieces of equipment ever offered the logging industry, and particularly the hardwood division.

The **HOLT MANUFACTURING COMPANY** of Peoria, Ill., has recently announced the completion of the "CATERPILLAR" trailer. All of the manufacturing principles and designing features which have made this particular make tractor a success in the woods are incorporated in the construction of this trailer. This trailer has shown the following general specifications:

MAIN FRAME: Structural steel, hot riveted, laterally braced.

TRUCKS: One truck on each side, free oscillating type, carried on tubular axle; no spring mounting.

TRUCK WHEELS: Three in each truck, chilled grey iron, equipped with Hyatt Roller Bearings.

TRACK IDLERS: Two on each truck, all interchangeable, flanged type, rear mounted rigid to truck frame and the front adjustable. Equipped with Hyatt Roller Bearings.

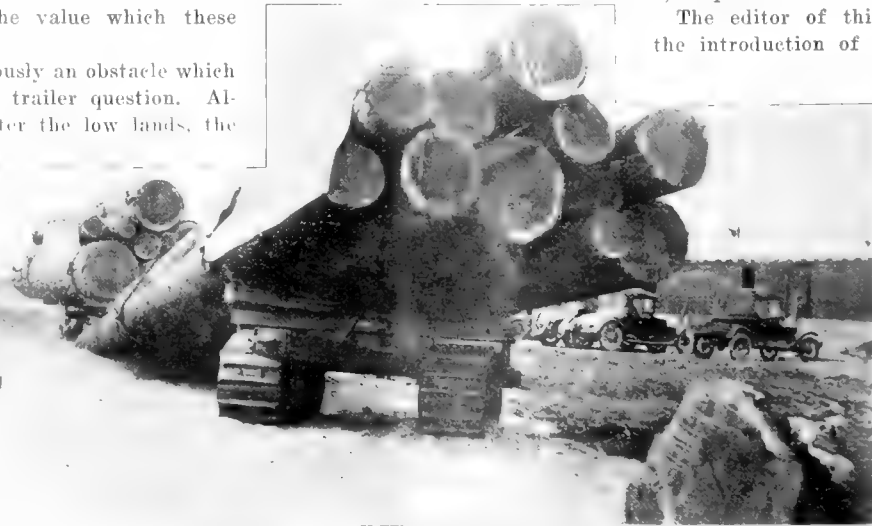
TRACK: Cast steel link, 11" wide, solid type.

BODY: To be furnished by customer.

GENERAL DIMENSIONS: Maximum overall length, 13' 4"; maximum overall width, 79"; maximum overall height, 27"; center line to center line of tracks, 62"; width of track, 11"; ground clearance, 14"; height of drawbar from ground, 17"; length of ground contact, 48"; ground pressure per square inch, when loaded, 12.5 sq. in.; carrying capacity, from 3 to 5 tons; weight of trailer, 3,340 pounds.

The editor of this department believes the introduction of this trailer will fill a long felt want in every logging camp. This is particularly true in such cases where operations are to a great extent confined to low lands.

Without regard to the value of this new trailer, it is most interesting to see the reasons and the causes which have lead to its development. First, the experiences of the army officers in the "Flanders



"Close-up" of a "Caterpillar" Trailer in Action

Fields," who found the tractor able to negotiate seemingly interminable low lands, only to have their guns mire down. Next, the Northern and Southern loggers, who experienced similar trouble when attempting to log out low lands and swamps. It is from these two sources and from the experiences and lessons which were learned from these operations that the "CATERPILLAR" trailer has been perfected.

Stoppage of Northern Hardwood Output in Sight

The virtual suspension of the production of northern hardwoods, both logs and lumber, within the next sixty days is forecasted by an analysis of the discussion of operating conditions which took place at the quarterly meeting of the Northern Hemlock and Hardwood Manufacturers Association in Milwaukee, Wis., at the Milwaukee Athletic Club on April 27. The majority of the mills will complete their current season's cut within five to sixty days of the date of the meeting. All logging has practically ceased and there will be virtually no summer logging in the northern woods. Few plans are being made for resumption of logging next fall and winter and production is likely to continue near the zero point until such time as demand shows sufficient improvement to warrant general operations.

Stocks of the first and second grades of northern hardwoods are extremely low, but there is considerable accumulation of the common grades.

O. T. Swan, secretary of the association, gave a long statistical report of production and shipments of lumber during the past ten years. This indicated that hardwood production in Wisconsin has been practically normal, but that shipments have been only 25 to 30 per cent of normal up to within the past three weeks. Recently a demand for building lumber has sprung up which shows a fair revival of building lumber shipments.

Reports received by the secretary showed that logging last winter was about three-fourths as great in volume as in the preceding winter. The members of the association produced 75,000 cords of hemlock bark for tannin in 1919 and 51,000 cords in 1920. The estimates for this summer total only 12,000 cords. This is apparently due to the cost of peeling the bark as compared with present prices that are offered for this commodity. It was stated that the tanners are not moving their leather stocks rapidly enough, so that there is no certainty that they will be in the market for the usual peel of bark.

A. L. Osborn of Oshkosh, Wis., discussed recent lumber freight rate reductions from the West, pointing out that similar reductions were needed in Wisconsin and Michigan to make it possible for local woods to compete in Central States in eastern markets. It was suggested that the railroads be requested to make a low rate on lumber and coal for the period of ninety days in order to stimulate building and revive industry.

J. R. McQuillan of Antigo, chairman of the bureau of grades, reported on the inspection work of the association, telling how the lumber inspectors visit the different plants to bring about uniform grading.

M. P. McCullough of Wassau, in charge of promotion and advertising, said that on account of decreased income, all exhibit and advertising work would have to be suspended during the summer months and taken up again in the fall. The association has been advertising hemlock in the country trade papers in Wisconsin and also birch.

R. B. Goodman of Marinette, outlined a plan under which it is suggested that a Home Building Council be formed in every city to consult with prospective home builders, giving them impartial advice as to the actual situation, present costs and financing. He said that he had discussed this subject at the Home Building conference in Kenosha Tuesday evening, April 26.

M. J. Fox of Iron Mountain, Mich., president, presided over the meeting in his characteristically vigorous style.

Long-Bell

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Rough Stock For Manufacturers

OAK, GUM

POPLAR

ASH, ELM

These products bear the Long-Bell trade-mark so that users may know who made them. This is nothing more than modern merchandising—a service rendered to consumers in the form of a buying guide.

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Southern Pine Lumber and Timbers, Creosoted Lumber and Timbers, Posts, Poles, Piling, Ties and Wood Blocks, California White Pine, Sash and Doors, Standardized Woodwork—Oak, Gum, Poplar, Ash, Elm, Oak Flooring

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our teamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

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SAW AND VENEER MILLS:
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BRANCH
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N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

News from the National Capital

A new bill providing for Federal control of the lumber industry has been introduced in the Senate by Senator Capper of Kansas. The bill, S981435, which has been designated "taxation of forest products, act 1921," and carries the same principles of socialistic control as the former Capper bill, with a taxation section which is new and more drastic than the original propositions.

This section provides "that for each calendar year after 1921 there shall be levied, assessed and collected, and shall be paid by every operator, an excise tax on the privilege or franchise of conducting the business of harvesting forest crops on commercial lands, measured by the quantities of taxable products produced by him in such year, as follows:

For the calendar year, 1922, at the rate of five cents per thousand board feet, standard logs scale, in respect of all taxable products; and for each and every calendar year thereafter at the rate of five cents per thousand board feet, standard logs scale, in respect of standard products, and at the rate of five dollars per thousand board feet, standard logs scale in respect of products below standard.

"Standard logs scale" is defined by the bill as the uniform scale for measurement in board feet of the volume of all raw forest products, such as the forester, with the approval of the Secretary of Agriculture, shall prescribe by regulation. The taxable product means raw forest products originating in trees felled on a commercial tract by a private operator for commercial purposes, while standard product means a taxable product produced from that part of a given forest crop that is harvested in conformity to standards defined and established by regional and local regulation.

The provision of the act for an assessment of \$5 per thousand board feet on lumber below standard is the one that is certain to provoke the most bitter opposition. The proposed measure states

that "product below standard" means taxable product produced from that part of a forest crop which is harvested in a manner different from the standard established by the forester. Enforcement of these conditions are provided for in section seven, which makes it obligatory upon the lumber operator to make return, under oath, on or before March 15, 1923, and each year thereafter, for the preceding calendar year, stating exactly the quantities in board feet standard log scale, or standard products and of products below standard, produced by him during the preceding year. Copies of this statement are to be filed with the Collector of Internal Revenue for the district and a duplicate sent to the regional forester.

The proposed bill was drafted by the National Conservation Association and introduced at its request.

Rates from points east of the Rocky Mountains to inter-mountain territory were declared to be neither unreasonable nor prejudicial by the Interstate Commerce Commission in the complaint of the Intermediate Rate Association against the carriers.

In the opinion of the commission the present commodity rates should not be graded and the carriers are warranted by conditions to continue the present blanket adjustment on many, and perhaps most of the commodities that move in considerable volume. In its decision the commission stated in part:

"The ships that now ply between the Atlantic and Pacific ports are not nearly so numerous and the tonnage now moving is not nearly so heavy as during the period that followed the opening of the Panama Canal and preceded our entry into the war, but it is,

(Continued on page 37)

Schultz Reviews Business Conditions

National Piano Manufacturers Association Holds Annual Meeting at Drake Hotel in Chicago

Business conditions of the country are carefully reviewed by Otto Schulz of Chicago, president of the National Piano Manufacturers Association and of the M. Schulz Company, in a report made at the annual meeting of the association at the Drake Hotel, Chicago, on May 10. Mr. Schulz also made reference to the labor situation in the piano making industry, with certain recommendations; and covered the excise tax and railroad rate problems, both of which are of extreme importance to the piano makers.

The meeting of the piano manufacturers was held in conjunction with the giant convention of music trades.

The nominating committee of the National Piano Manufacturers Association has presented the following names, which were to be acted upon at the May 10 meeting:

For secretary—James T. Bristol of Chicago.

For treasurer—Charles Jacob of New York.

For membership committee—W. B. Williams of New York; A. A. Mahan of Fort Wayne, Ind.; Ava W. Poole of Boston; Hobart M. Cable of La Porte, Ind.; A. Dalrymple of New York.

In part President Schulz's address follows:

"Since last we met in annual convention in February of 1920, more than a year has passed, with almost every day showing new conditions and accompanied by many perplexing problems. In the words of a recent review, we have lived amid the bickerings of a contentious world. At the beginning of this period we were confronted with the scarcity of material and labor, and although costs and selling prices were both at the highest point, the production was far short of the demand. This condition was gradually altered during the year 1920, until at its end we found matters entirely reversed; material in excessive supply, labor besieging our doors for employment, and demand absolutely non-existent. These later conditions have continued to prevail and promise to remain with us, though in possibly a lesser degree, for some time to come.

"The severity of general business depression is reflected in figures of bank clearings showing nearly 25 per cent less than last year's figures. The slowness of readjustment in prices and wages, both in the vast steel industry and in the railroad field, is a potent factor in holding back any quick return to normal conditions. Foreign trade is languishing, although the balance continues favorable to us, amounting in the eight months to March to over two and one-quarter billion dollars, as compared with slightly under two billion dollars for the same period last year. There are, however, unmistakable signs which reflect coming improvement in the situation and give promise of a definite, if slow, betterment in all branches of trade. The decline in borrowings by member banks, coupled with an influx of gold to the amount of about \$125,000,000 thus far in 1921, has brought about an increase in the Federal Reserve Bank reserve percentage from about 43 to around 53. The credit strain is relaxing and the tendency towards easier money is clearly apparent. Unemployment is diminishing. The buying power of the country does not seem to be waning, but on the contrary retail trade is excellent.

"As to the labor situation: At the time of the last convention, several manufacturers in New York and Chicago were working under an agreement with piano makers' unions. I am pleased to state that there are no such agreements in operation now in Chicago, and I know of none on the part of any piano manufacturer connected with this association. The members of this association are now able to operate with the full rights of American citizenship. I recommend that a resolution be passed at this convention adopting the declaration of labor principles of the National Association of Manufacturers of the United States of America.

"Without intending to anticipate the report of the committee on vocational training, I would strongly urge the members of

this association to give some thought to the training of piano makers in a way necessary to preserve the skill of the industry.

"A recent Federal Reserve report says, 'Business is feeling the weight of heavy taxation, for not only are the federal and state taxes to be reckoned with, but additional income is necessary to practically all of the municipalities, because of higher costs of administration and the elimination of revenues which formerly came from liquor licenses and other sources.' But as if all this were not of itself sufficient, our industry during the past year has had to bear the crushing pressure of an excise tax, which the government originally levied as a war measure but has seen fit to continue into the present year of peace. Your officers, together with the officers of the Chamber, have worked hard with the previous Congress and more so with the present to remove this unjust tax on our product. A brief summary of the present situation of their fight on this question may be found in the Monthly Bulletin No. 10 of the Music Industries Chamber of Commerce. In this report the Chamber advocates the passage of the Smoot bill, and says, 'The Smoot bill is to a large extent in accordance with the recommendations made by the Chamber's legal committee in its report on Federal Tax Revision, which has formed this basis of the policy pushed energetically by the Chamber during the last few months. It provides for a one per cent tax on the sale of all goods, wares, and merchandise, and eliminates a large number of the war time excise taxes, including that on musical instruments.'

"Our traffic committee will analyze the present railroad situation, which has been very hard on every branch of trade. The recently advanced rates are too high to permit transportation costs to be easily absorbed in general competition. The effect, unless a remedy is speedily found, will be to confine business to local territory, since the cost of transportation into territory where similar local production exists will prohibit the possibility of meeting such local competition. When a New York miller can have a bushel of wheat shipped to him by steamer from Argentina for a third of what it would cost to bring it by rail from Minneapolis, and when cottonseed cake can be shipped from Texas to Holland more cheaply than from Texas to Kansas, 'something is wrong with transportation charges,' declares one spokesman for the farmers of the Middle West. President Harding is giving deep thought to the railroad situation, and it will be remembered that he said in his message to Congress: 'Freight-carrying charges have gone higher and higher, until commerce is halted and production discouraged.' Naturally the high cost of rail transportation makes it imperative to develop for use every possible waterway. But this point will be covered by the report on Internal Waterways, and I shall therefore refrain from going into that subject.

"The chairman of the committee on conservation of national resources will discuss the question of forest preservation. I cannot too strongly urge our members to acquaint themselves with the opportunities offered by the Forest Products Laboratory of the U. S. Forestry Service at Madison, Wisconsin. This laboratory is supported by the Federal Government, exists solely to discover the best ways and means in all kinds of use of woods, for the benefit of manufacturers and commercial users. It has experimented and obtained thoroughly practical and scientifically accurate results in various problems submitted to its experts by manufacturers in connection with drying, gluing, sawing, mechanical properties of wood, boxing and crating, veneers, plywood, etc. This laboratory is conducted as exclusively for the benefit of wood users as the Department of Agriculture is conducted for the benefit of the farmer. If its services are freely called for, the government

(Continued on page 42)

Glues and Their Resistance to Steam

"Can you tell us what glue will resist the action of steam?"

This is a question which a large manufacturer of quartered oak veneers recently asked **HARDWOOD RECORD**.

The following reply to the question was written by one of the leading authorities of the country on glues:

"The answer to the query as to what glue will resist the action of steam must depend on how long the glue is supposed to withstand such action. Strictly speaking there is no glue that will not be affected by steam. Any of the water resisting glues will resist the action of steam for a time. How long depends on the quality of the adhesive and the power of the steam.

"Casein glue having a high percentage of lime will stand up better than that having a low percentage of lime. The casein forms the adhesive and the lime the water, or steam, resisting qualities. But it has characteristics which make it impractical to use in most wood gluing operations. Then, too, the life of a silicate of soda joint is short.

"The blood albumen glue is really the best water resisting adhesive when properly mixed and applied. Best results are obtained where the fresh blood is used, rather than when the dried blood is used as a base. Blood albumen glues cannot be used on thick plies of wood because their efficacy depends on the action of the hot plates used in the gluing operations. The difficulty in making plywood waterproof, regardless of the glue used, is on account of the nature of wood. If wood is impregnated with water it will swell, then on drying it will shrink. As the result of such action the fibres get torn from the bond and the plies come apart. The water resisting qualities of plywood may be greatly assisted by the application of water resisting finishes to the surface. When such are used and renewed as necessary the panel may be kept practically waterproof, but this is the result of preventing the wood from becoming water soaked rather than because of waterproof quality of the glue.

"There are several formulas for making glue waterproof, but such mixtures are not practical in ordinary plywood making operations. They are best adapted to brush work on the cabinet-maker's bench. One of these formulas is: Mix animal glue as usual and then add linseed oil in the proportion of one part of oil to eight parts of glue. If it is desired to keep the glue liquid add one-half ounce of nitric acid for each pound of glue, which will also prevent the glue from souring.

"Another method is to soak animal glue in water until it swells as much as it will without losing its shape. Thus softened it is placed in an iron crucible without adding water. Add linseed oil according to the quantity of the glue and let the mixture boil on a slow fire until a gelatinous mass results. Such glue unites materials in a very desirable manner. It adheres firmly and dries quickly. A little borax will prevent putrefaction."

Sunken Joints in Furniture Panels

A defect in manufacture known as a sunken joint is sometimes noticeable in thick panels, especially tops for tables, desks, and other pieces of furniture. This defect appears as a long, shallow depression in the surface, and may be very conspicuous when viewed at certain angles.

In modern practice furniture tops are generally built up of five plies of wood, consisting of a thick core, cross banding, and faces. The core is usually made of a number of pieces of lumber glued together. Investigation shows that the defect in question occurs over joints in the core stock.

The Forest Products Laboratory finds that too rapid progress in the preparation of the core is the basic cause of sunken joints. The wood next to the joint absorbs moisture from the glue and swells. If insufficient time is allowed between the gluing of the joints and surfacing of the core, which is the next step in manu-

facture, more wood will be removed at the joints, because of the greater swelling there than at intermediate points. During subsequent drying and seasoning, greater shrinkage takes place at the joints, causing permanent depressions.

The remedy for sunken joints is an extension of the seasoning period between gluing and planing. The proper length of this period will vary with the thickness and species of wood, and atmospheric conditions, but it should be long enough to allow the moisture added by the glue to evaporate or to distribute itself through the wood.

Southern Company to Build

The Southern Wood Working Company of Birmingham, Ala., has acquired a new location and will commence the erection of a new factory building within the next few days, according to Thomas C. Dobbs, president of the company. The new plant will be situated with ample railroad trackage at Helen street on the Alabama Great Southern Railroad tracks.

The lumber of the buildings has been ordered and the machinery for the new plant is expected to arrive within the next few weeks, it was stated.

The new plant will specialize in the manufacture of cedar chests, tables, swings and interior decorations. The capital stock of the company has been increased, and the new plant will be one of the biggest of its kind in that section of the South.

Next Evansville Market in September

The Evansville Furniture Manufacturers' Association has decided to give another furniture market in Evansville some time in September, the exact dates of the affair to be fixed later. The manufacturers were well pleased with their first market that was given in April, which brought buyers and visitors to Evansville from twenty-two states and from Canada, Cuba and Mexico and they believe that the market in September will bring more buyers to the city and that the sales will be considerably larger than they were during the April market. The manufacturers are well pleased at the results of the last market and say that Evansville received more publicity than she ever had before on any one proposition. The market will be made a semi-annual event and it is predicted that it will increase in size and the number of sales from time to time. The various furniture, chair, table and desk factories in Evansville are running on an average of from thirty-six to forty hours a week and in some instances they are operating as high as forty hours a week. When this time will be lengthened is not known, but the manufacturers say that trade has been stimulated some since the holding of the last market and that they believe there is going to be a much better demand for furniture during the last half of the present year than there was during the first six months. As soon as conditions in the South pick up it is believed there will be a better demand for furniture. Evansville furniture manufacturers sell a great deal of their wares in the South.

Grimwood Brothers, corner of Lower First and Vine Streets at Evansville, Ind., who started in the phonograph manufacturing business a little over a year ago, have incorporated their company and will manufacture phonographs on a larger scale than ever before. The company acquired a tract of walnut timber near Owensville, Ind., a little over a year ago and has been getting all the good walnut lumber that they needed in the manufacture of phonographs. The company is turning out a fine line of phonographs in walnut, mahogany and other woods.

"Finest"
1903-1921

Quality is based on uniformly scientific construction in all details.

Quantity—Our plant is recognized as one of the biggest of its kind in the country.

Service—We are fully equipped to make *anything* anybody may require in plywood.

Experience—Our firm is one of the oldest in the business and our help has many years' careful training.

HANSON-WARD VENEER CO.
BAY CITY, MICH.

PANELS, TOPS AND OTHER PLYWOOD

in walnut, mahogany, plain and quartered oak, birch, maple, red gum, elm, yellow pine and basswood.

Side Studies on Block Boiling

The reason blocks and flitches are boiled and steamed and the primary purpose back of it all was and is to put them in better condition for cutting with knives. The same holds true no matter whether it is blocks for the rotary machine or flitches for the slicer, the primary purpose behind the practice of boiling and steaming is that of softening the wood so that it will cut easier and the cuttings come away in better shape with less rupture and disturbance in the grain of the wood. Now, however, we are developing some interesting side studies, some other points of advantage which may be had from boiling and steaming timber as a preparatory process for cutting.

For one thing there is coming a realization that the heat of boiling and steaming has an effect on the wood which plays a part in its future behavior. In addition to this the heat and the evening up of the moisture content by surcharging the wood with moisture simplifies the drying or seasoning process and makes it more even and positive.

This gives us two interesting lines of side study. One is that of how to make the best of the boiling process and its results in the drying out of it immediately after it is cut. It is bringing a realization too that the drying process should follow immediately after the cutting process. And because of the fairly uniform moisture content and of the fact that there is free moisture in the wood it is comparatively easy to standardize the method of drying and to handle this process with only a minimum of the

attention to meet changing conditions from day to day.

The big field for scientific study and research work, however, is in the effect that temperature and excess moisture may have on the wood structure itself. It seems that high temperature serves in some manner to fix certain factors in the wood structural body so that after drying out there is less tendency to swell and shrink and misbehave than if the wood had not been subjected to heat in the process preparatory for cutting.

One veneer manufacturer who has watched this closely but has not studied it scientifically, said in reference to gum that the way to make it behave after it is dried is to kill it in the process of boiling in the vats. He claims that experience has taught them that while they can get wood soft enough to cut with a limited amount of boiling they find that in the case of gum it pays to carry the boiling process on longer and raise the temperature higher, not because it helps so much with the cutting, but because it makes the stock behave better after it is cut.

If this is a fact and not merely a fancy it opens a big line for scientific study and research work in preparing blocks and flitches for veneer cutting. If the boiling can be made to serve another purpose, that of checking the swelling and shrinking tendencies after the wood is dried out, then it is important for the industry to know this and to know enough about it scientifically so as to be able to realize its full value in the everyday process of preparing wood for the veneer machines.

Laboratory Invents Portable Dryer

The Forest Products Laboratory has devised a portable electric drier for drying moisture-determination disks. It consists of a sheet-iron box 4"x13"x6 $\frac{3}{4}$ ", lined with a layer of asbestos one-half inch thick. The heat for drying is supplied by two 40-watt, carbon-filament lamps placed in the bottom of the box. Immediately above these lamps is a wire screen on which the disks to be dried are placed. Ventilation is obtained by eleven holes $\frac{3}{8}$ inch in diameter, six of which are in the cover, three in the back near the bottom, and two in the front. A cord and plug attached to the drier make it possible to connect it to any lamp socket.

Inch disks are easily dried in this apparatus in twenty-four hours. The maximum temperature attained is 230° F., which is reached only if the disks are allowed to remain in the drier for several hours after they are bone-dry. A slight scorching of the disks occurs under these conditions, but for all practical purposes this does not cause any appreciable error in the moisture calculations.

The weight lost by the disk in drying is the weight of the

moisture that was in it. This weight divided by the weight of the dry disk times 100 gives the percentage of moisture in the stock in the kiln at the time the sample was removed.

This drier is very well adapted to commercial practice. It can be carried around the plant, and used in any place where a lamp socket is available. It may be enlarged by increasing the width and the number of lamps.

Robertson Succeeds Wyman

Philip Wyman has resigned as president and general manager of the Werner Industries Company, piano manufacturers, at Cincinnati, O., and has been succeeded by C. M. Robertson. Mr. Wyman, who succeeded L. K. Debus as president of the company several years ago, contemplates entering another field. Mr. Robertson is well known in the Cincinnati piano business, having entered the industry when a young man.

Furniture Maker Dies

Albert H. Mitchell, 78 years old, for many years president of the R. D. Mitchell Company, furniture manufacturers, died at his home, 3994 Rose Hill avenue, Cincinnati, O., a few days ago. Mr. Mitchell was a son of the late R. D. Mitchell, who founded the Mitchell Furniture Company in 1836. After the death of his father, Albert Mitchell became president of the company. He held that position until two years ago, when he resigned in favor of his son, Robert Mitchell.

William Elles, manager of the Evansville Desk Company at Evansville, Ind., has been re-elected a director of the Public Service Insurance Company with headquarters at Indianapolis, Ind. Mr. Elles has been engaged in the desk manufacturing business for a number of years and is well known to the trade in the central western states.

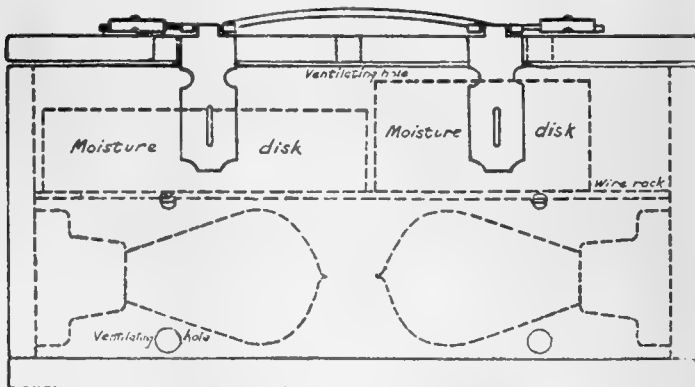


Diagram of Portable Veneer Dryer



Perfect Drying ~ Always

Correct drying is the most exacting science in woodworking. It is consistently accomplished in Wood-Mosaic plants through the employment of recognized experts and exacting care in selecting kiln operators. So perfect has the Wood-Mosaic system become that it is able to furnish veneers *guaranteed* to specific moisture content and lumber dried correctly for the purpose intended. Our veneer and lumber dryers have all been selected after long experience and painstaking investigation. They are so constructed and arranged as to be adaptable specifically to the different requirements of any kind or thickness of stock. Their operation has been scientifically checked by laboratory experts and found correct. Four Textile dryers do the work in the veneer plants—twenty-one modern kilns in the lumber plants.

Wood-Mosaic hardwood lumber and veneers in walnut, oak and poplar are always in demand because of selected timber, splendid manufacture and always perfect drying.

WOOD-MOSAIC COMPANY

(INCORPORATED)

LOUISVILLE, KENTUCKY

Chicago Representative:
GEO. W. STONEMAN & CO.
845 West Erie Street

Grand Rapids Representative:
HECTOR ROBERTSON
232 Lyon St., N. W.





USE AMERICAN WALNUT OF CHARACTER

Quality and color in walnut are not accidents. The name "Purcell" in walnut manufacture has long signified the widest selection of raw material and the best manufacturing processes, assurance of consistent color and quality.

All grades and thicknesses backed by guaranteed inspection and prompt shipments.

Frank Purcell Walnut Lumber Co.

KANSAS CITY

KANSAS



CAPABILITY

in
**BUYING
 RAW MATERIAL**



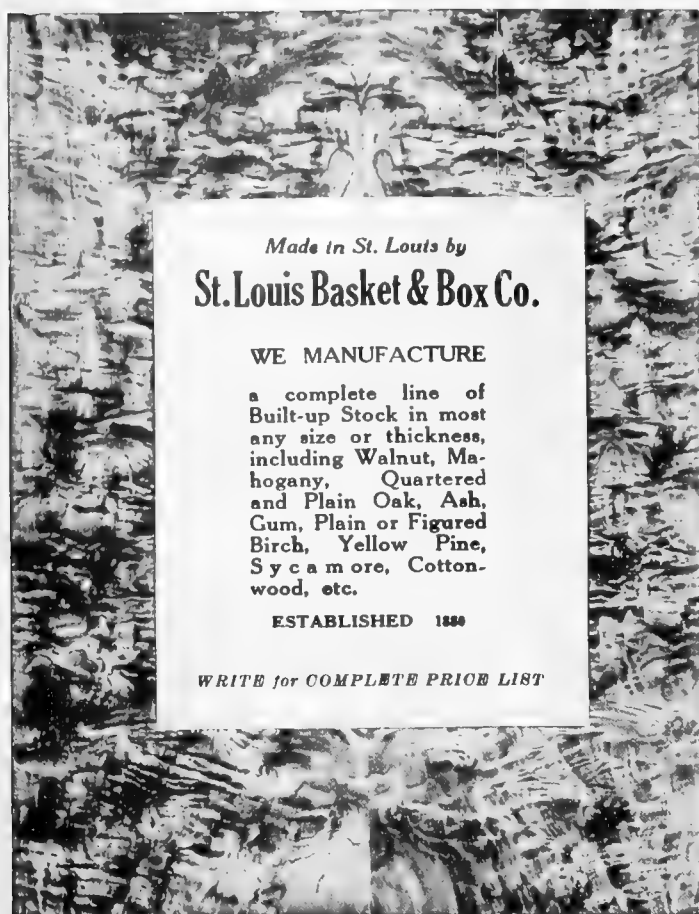
Our logs are selected solely for veneer purposes.
WALNUT BUTTS • LONG WALNUT • MAHOGANY •
BURLS • OAK • POPLAR ETC. "RIGHT VENEERS AT RIGHT PRICES"



THE WILLIAMSON VENEER CO

MILLS - BALTIMORE, MD., SALES BRANCHES AS FOLLOWS:

NEW YORK - 709 ^{SIXTH} AVE. • HIGH POINT • JAMESTOWN • 28 ^E JACKSON ^{BOULEVARD} CHICAGO



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
 a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Mahogany, Quartered and Plain Oak, Ash, Gum, Plain or Figured Birch, Yellow Pine, Sycamore, Cottonwood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

Leading Woodworkers in Politics

In the city primaries held in Evansville, Ind., on Tuesday, May 3, Benjamin Bosse, democrat, who is now serving his second term as mayor, was renominated without opposition. Mayor Bosse is the president of the Globe-Bosse-World Furniture Company and is associated with a dozen or more large industries of the city. The republicans nominated J. S. Hopkins for mayor, he having no opposition. Mr. Hopkins is the general manager of the Never-Split Seat Company, which is one of the best known industries of the city. Mayor Bosse and Mr. Hopkins are both directors in the City National bank here.

Carriage Makers Elect Officers

Officers for the current year were elected at a meeting of the Cincinnati (Ohio) Carriage Makers' Club in conjunction with an entertainment. The following were named: F. V. Overman, president; R. E. Friederich, 1st vice-president; P. J. Zimplemann, 2nd vice-president; Milfor Weiman, secretary; T. Hess, treasurer. The organization, which is the oldest of its kind in Ohio, voted to hold its annual outing on June 18.

Jamestown Opens Exposition

The semi-annual furniture exhibition opened at Jamestown, N. Y., on May 2, and will continue through the month. The ten-story exposition building, which has floor space of about 100,000 square feet, is filled with furniture. About one hundred furniture buyers from various sections of the country were present on the opening day. The display of stock is said to be the finest ever made in the city. Business is expected to be a good deal less active than several years ago, when the buyer was pleading for consideration, and all the factories were rushed with orders, yet manufacturers are hopeful that sales will be in fair volume.

The plant of the Evansville Veneer Company at Evansville, Ind., which started to run full time a few weeks ago has cut its time again and is now operating only a few days a week, or as orders come in. The plant of the company located at Mobile, Ala., has been closed down for several weeks and it is not known when it will start up again. The Evansville plant is selling more walnut and oak veneers just now than any other kind.

The Evansville Furniture Manufacturers' Association is expected to fix the date of its annual summer outing within a short time. The outing probably will be held either in July or August, the date to be fixed later on by the executive committee of the association. George O. Worland, of the Evansville Veneer Company, is a member of the executive committee. These outings of the association have been held for many years and members and their friends always look forward to them.

Globe-Wernicke to Sell Stock

President H. C. Yeiser of the Globe-Wernicke Company, Cincinnati, O., notified brokers and holders of the common stock of the company that the board of directors desires to be at liberty to dispose of 10,000 shares of 6 per cent preferred stock, authorized at the last annual meeting when the proper time comes for making the proceeds of the sale.

New Talking Machine Company

Articles of incorporation have been filed with the secretary of state for Indiana by the Latona Talking Machine Company of Evansville, Ind. The company has a capital stock of \$100,000 and will manufacture cabinet talking machines. The directors are: Oscar Grimwood, Thomas G. Grimwood and John S. Scott.

Fire Damages Allen-Eaton Plant

Fire caused a loss of from \$7,000 to \$10,000 at the Allen-Eaton Panel Company plant in Memphis on the night of Wednesday, April 27. The loss was chiefly occasioned by water damage, which will necessitate a shutdown for from three to four weeks. The plant is fully covered by insurance.

Silas B. Crocker, one of the founders of the Crocker Chair Company and other large woodworking interests in Eastern Wisconsin, died at his home in Sheboygan, Wis., on April 22, at the age of 71 years. He was born in Willsboro Falls, N. Y., November 12, 1849, and learned the cabinet trade in his father's shop. He went to Sheboygan in 1853 and in 1866, with his father and a brother, established the nucleus of the present large Crocker plant, one of the principal chair manufacturing works in the country.

The Craft Novelty Makers, Inc., is the name of a new corporation which has been organized at Milwaukee to manufacture and deal in wood, metal, paper and composition novelties and other specialties. The capital stock consists of \$50,000 of preferred stock and 350 shares of common without par value. The incorporators are: John H. Roepke, Alfred E. Zschech and William A. Check.

Blum Brothers, Marshfield, Wis., manufacturers of cheese boxes, veneers and similar goods, sustained an estimated loss of between \$15,000 and \$20,000 by fire on April 29. The blaze is believed to have originated from defective wiring or a hotbox in the blower system. Buildings, machinery and equipment were badly damaged and about 100,000 cheese boxes destroyed. Insurance amounts to about 75 per cent. Rebuilding is contemplated immediately.



*K*NOWLEDGE and honesty are the tap roots to healthy business. Knowledge teaches us to make better goods more cheaply. Honesty will pass that benefit on to others—to you. That knowledge which can create more efficiently and cheaply can produce for the buyer to better advantage. Hoffman Brothers hardwoods are traditionally the product of knowledge. For more than a half century we have operated (on one spot) consistently in advance of progress. During each year since the first log was turned the advantage of knowing how to make good lumber at low cost has been honestly passed on to our customers. Knowledge and honesty are the foundations of our business.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK **183** (Reg. U. S. Pat. Off.)

ITS FIRST COST IS ITS LAST COST

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and General Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, IND.

A Rapid Moisture Determiner

A method used by the Forest Products Laboratory for determining the amount of moisture in chips and sample borings from large pieces of wood requires little equipment and only a few minutes' times. The moisture content of pulpwood chips can be found by this method in from 7 to 10 minutes.

A specified weight of wood chips, usually 100 grams, is immersed in kerosene in a flask or retort, and the mixture is heated. The water in the chips changes to steam at 212 degrees, and goes out through a glass tube in the cork of the flask, is condensed by a water jacket surrounding the tube, and caught in a measuring glass. The boiling point of kerosene being higher than that of water, all the moisture will be driven off the chips before the oil vaporizes to any great extent. The oil that does go off in the form of vapor is condensed and caught in the same graduate with the water. When the evaporation of moisture is complete, the

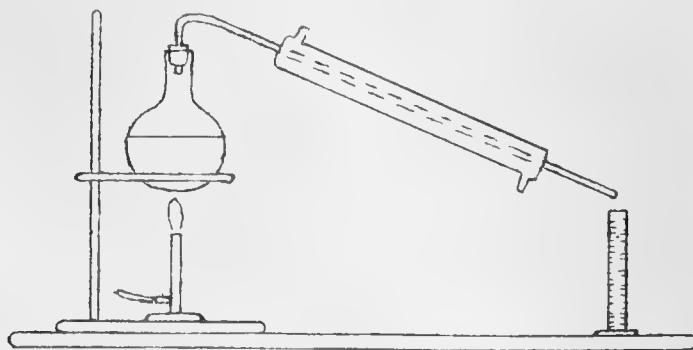
oil and water are allowed to remain a few minutes until the water has all settled to the bottom of the graduate. The amount of moisture in the wood chips is then found by a direct reading.

This method has been checked for accuracy with the method of weighing samples before and after oven drying, and the variation found to be less than 1 per cent.

Furniture factories at Tell City, Ind., Jasper, Ind. and Henderson, Ky., are being operated on part time only as they have been since the first of the year. The manufacturers in those cities are of the opinion that the worst of the business depression has passed and that it is only a question of time until trade shows a marked change for the better.

The Waukesha Manufacturing Company, Waukesha, maker of furniture specialties, has been obliged to increase its working force and working schedules to keep pace with the increase in orders. Every former employe has been invited to return to work, in addition to which numerous new workmen have been taken on.

Christian Janes has been appointed acting superintendent of the Antigo (Wis.), mill of the Frost Veneer Seating Company, filling the vacancy caused by the death of A. M. Young. Mr. Janes has been connected with the plant for more than twenty years, latterly as general foreman. Louis Lieberman, general superintendent of the Frost Company, with headquarters at Sheboygan, Wis., spent several days at the Antigo mill to supervise the change of operative administration.



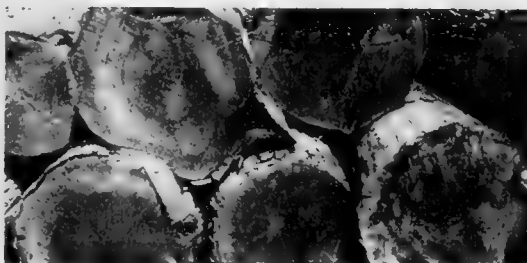
Rapid Moisture Content Finder



Random view of our million foot pile of clean, fresh walnut logs.



Select walnut logs twenty-four inches and up in diameter for thick stock and special requirements.



Note that our logs are sound and free from ring shakes.



One Million Feet of strictly high-grade walnut logs.

American Walnut Made on Honor

Located for forty years in the center of the richest walnut region in America, our entire effort has always been to operate as honestly as nature grew the logs we use. A truly clean reputation for quality product has been built through constant personal attention to the selection of logs and the manufacturing and marketing of the out-put. Langton American walnut has long been the ideal American walnut lumber and dimension stock, to the discriminating furniture and interior finish manufacturers to whom we cater exclusively.

LANGTON LUMBER CO.

PEKIN

ILLINOIS

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Coopersage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

(Continued from page 31)

will continue its support. If not, that support will be withdrawn. I am in receipt of recent information that Congress has this year increased its appropriation by approximately \$100,000. It is well known that the furniture workers, Southern Pine Association, shipping box makers, and many other associated wood manufacturing interests have found the laboratory constantly more essential to their progress.

"At the request of the director, a memorandum has been prepared for the information of the lumber experts, of the laboratory, by William Braid White, of the Music Trade Review, in which the uses of various woods in the different branches of piano making has been carefully described. It is expected that the laboratory will shortly issue a report on the subject. This association may then see where perhaps we can advantageously ally ourselves with the valuable work of the laboratory, which is entirely for our benefit.

"We have to mourn the loss of no fewer than ten colleagues

and friends. During the year 1920 we were saddened by the successive deaths of Fayette S. Cable, president of the Cable-Nelson Piano Co.; A. F. Deenniston of the Biddle Piano Co.; Frederick L. W. Lohr of Hardman Peck & Co.; Frederick Kranich of Kranich & Bach; Henry Meyer of the Smith Barnes & Strohber Co.; Frederick W. Chickering of Chickering Brothers, and William Daliba Dutton of Hardman Peck & Co.

"During the present year, Simon Shoninger of the B. Shoninger Co., and James Henry White of the Wilcox & White Co., have likewise passed from the scene.

"We bow our heads reverently at the names of our departed friends. They did well their work on earth and their fame lives after them. 'Death is but the dropping of the flower that the fruit may swell.'"

Chemical Reaction Affects Casein Glue

Although casein glues are highly water-resistant, they ultimately decompose when exposed to a damp atmosphere for a long time. For many months studies have been under way at the Forest Products Laboratory to discover the cause of this decomposition.

The decomposition study is still far from complete, but the conclusion has been reached that the decomposition of ordinary alkaline casein glues is not due to the action of bacteria or molds. It appears to be due entirely to chemical action of the alkali in the glue. This conclusion is based upon the following observations:

Increasing the amount of alkali in the glue increases the rate of decomposition when the glue is kept wet.

Glues containing no sodium hydroxide, although deficient in some important respects, do not decompose as rapidly as similar glues containing sodium hydroxide.

Cultures of molds and bacteria could not be obtained from decomposed alkaline glues.

Some chemicals which have antiseptic properties are found to improve casein glue, but this improvement is due to their chemical action rather than to their toxic properties.

Glues can be completely decomposed in a short time at temperatures above that at which bacteria can grow.

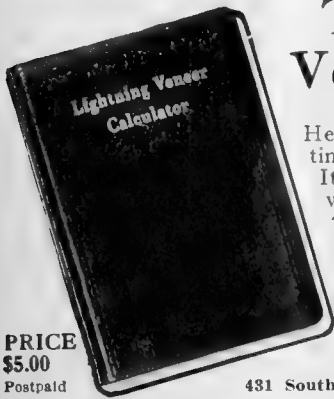
Further work is being directed toward the production of glues which will resist chemical decomposition and at the same time be impervious to the action of fungi and bacteria as well as moisture.

Arrested on Income Tax Violation Charge

Arrests were made May 2 at Goshen, Ind., on Federal grand jury indictments, against Benjamin F. Deahl, president of the I. X. L. Furniture Company of Goshen, Ind., Charles E. Morrice, of Peru, Ind., and Willis D. Widner, of Auburn, Ind., ex-residents of Goshen and formerly employed by the I. X. L. Company, charging them with violation of the income tax law. The indictments resulted from prosecution of Morrice by Deahl on a charge of an appropriation of \$50,000 of the I. X. L. company's money.

The indictment against the three men is in two counts, one charging a conspiracy to commit an offense against the government by making fraudulent income tax returns in violation of the revenue act of 1918, the overt act in this indictment charging the defendants of having conspired to show the 1918 inventory of the company to be \$91,238.08, instead of the true value of \$132,574.76, for the purpose of defrauding the government. The second indictment charges Mr. Deahl and Mr. Morrice with an attempt to evade the income and excess profits tax for 1919, conspiracy being charged and the overt act alleged, and with having made a statement of their inventory showing \$26,224.16 instead of the true amount of \$52,780.97.

Bonds for \$5,000 were given by each, bonds for Morrice and Widner having been signed by William P. Charnly, mayor, and A. Aitken, both associated with them in manufacturing plants at Peru and Auburn, and Deahl's bond was signed by his brother, Anthony Deahl, Harris Oppenheim and Samuel F. Spohn.



The Lightning Veneer Calculator

Will Pay for Itself in a Day

Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

ORDER A COPY NOW

and eliminate the unnecessary, complicated and cumbersome work of calculating veneers.

AMERICAN LUMBERMAN
431 South Dearborn Street CHICAGO

PRICE
\$5.00
Postpaid

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS

THIN LUMBER SPECIALTIES

BIRCH DOOR STOCK

MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Plywood & Veneer

We Make Panels to Your Dimensions in Any Thickness or Wood.

ALSO

Carry Stock Size Panels for 1 and 2 Panel Doors, Wainscoting, Cabinet Work, Drawer Bottoms and Case Backs, for Immediate Shipment.

WRITE FOR COMPLETE PRICE LIST

Birch Veneer

1/20 inch—1/16 inch—1/8 inch

ONE CRATE OR A CARLOAD

GEO. L. WAETJEN & CO.
MILWAUKEE, WISCONSIN

"CASCO"

WATERPROOF GLUE

MIXED COLD—USED COLD

Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



RECEIVING 1/28" Sliced Mahogany Veneer from a Coe Dryer in the plant of the Beece Veneer Company at Kenova, West Virginia.

The COE Dryer

can also dry the thickest veneers with equal facility. All kinds and thicknesses of veneers are being dried on them daily, with the most gratifying results. This can be verified by correspondence with the users of this machine.

It is noted for: Its satisfactory service; Its labor saving; The high quality of its product

THE COE MANUFACTURING COMPANY
It builds all the machinery for a Veneer Plant. PAINESVILLE, O., U.S.A.

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COMPLETE

Southern Hardwood Lumber

Everything that distinguishes truly superior Southern Hardwood Lumber you find in "Paepcke Leicht" service—thoroughly dry stock, uniform quality and inspection, band sawn and end trimmed, full and uniform thickness, good run of widths and lengths, economical in that it will give you the desired result with minimum of waste and manufacturing labor cost.

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LUMBER DEPARTMENT
GENERAL OFFICES
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CHICAGO, ILLINOIS

Dimension Lumber from Southern Hardwoods

If your manufacturing lends itself best to the use of Dimension Stock then you should use the product of "Chicago Mill" Dimension Lumber Department. Our Cairo, Illinois, plant is the largest in operation, exclusively engaged in the manufacture of Dimension Stock. (Kiln dried or air dried.) We guarantee the manufacture and grade to be in strict accordance with our customer's specifications.

Shipping schedules are strictly observed.

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SERVICE

Rotary Commercial Veneer

"Chicago Mill" means complete service to users of Rotary Commercial Veneers. Our product is "Quality Stock from Choice Logs"; it is properly manufactured and dried; it is shipped bundled or crated; it is flat and straight and works with greatest economy.

We make shipments in carlots or less than carlot quantities.

You have but to consider the Quality of Stock, our Service and the prices which we quote to realize what this "Complete Service" means.

CHICAGO MILL AND LUMBER COMPANY

COMMERCIAL VENEER DEPARTMENT

GENERAL OFFICES

111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS

Complete Service

By "Complete Service" we mean that we offer an unexcelled source of supply for all requirements in Southern Hardwoods whether the need be for LUMBER, DIMENSION LUMBER or ROTARY COMMERCIAL VENEERS.

Back of this is a most enviable record of more than twenty-five years of production and marketing; extensive timber tracts served by modernly equipped mills and operated by a highly trained personnel located in the very heart of the areas in which grow the very finest Southern Hardwoods. Our facilities and equipment are so diversified and so complete that we can ship immediately to take care of urgent requirements as well as meet a schedule of heavy and regular shipments to the manufacturer who is in a position to anticipate his needs in Southern Hardwoods.

Write, Phone or Wire for Prices

OPERATIONS

BLYTHEVILLE, ARKANSAS	CAIRO, ILLINOIS
CLARENDON, ARKANSAS	HELENA, ARKANSAS
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CHICAGO MILL - PAEPCKE LEICHT - CHICAGO MILL

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY—OUR WATCH WORDS—SERVICE

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS
NINE DIMENSION MILLS

Annual Capacity
130,000,000 Feet

The Way to Resume Is to Resume

Few topics have been so witlessly discussed as those having to do with post-war conditions, industrial resumption and price re-adjustments.

Every theory, idea and ism, however absurd, ridiculous and impossible, seemingly has found exponents, who have had only too ready an access to the channels of printed communication.

Communism, socialism, syndicalism, bolshevism in their purity and in every range of mixture, and by every device of camouflage have been served to the public.

The principal achievement registered has been expensive, hurtful, unnecessary delay.

One has waited for one thing, and another for another, the result being that few or none have got what they waited for—the effect usually being that

where one waited, he enforced a wait upon others.

Where one wheel is not turning, usually the whole machine is at a standstill.

If everyone waits for everything to get just right, all will wait forever.

Full activity upon a full program with full confidence that all will come out well, is the route by which to secure the surest, quickest return to complete normality.

The way to get others to resume is to resume ourselves.

Such is our policy; and we are aiding all our customers in this course by superior products, efficient service, and a genuine interest always in filling their requirements.

W. M. RITTER LUMBER CO.

COLUMBUS, OHIO

News from the National Capital

(Continued from page 30)

nevertheless, certain that there is now sufficient transportation by water and ample indication that it will develop further and increase, to warrant the belief that within a comparatively short time it will reach a point where it will be felt in a serious loss of tonnage by the rail lines, unless they have available appropriate measures to meet the situation. There is not that strife and rivalry that formerly characterized the co-existence of these two modes of transportation to and from the Pacific Coast, but as between these separate sets of carriers there is that natural and well grounded fear of each other's ascendancy and power, sufficient, especially in view of the existing movement by water, to warrant a finding that there is actual competition at the present time. Energetic business competitors in their present struggle for success always look beyond the present and are justified in keeping themselves fortified against each other's activities, even before the situation becomes serious. It is mainly for these reasons that the commodity rates have been held to their present level and largely for these reasons that the carriers are now opposing a disturbance of the present adjustment."

Congressman Kelly, of Pennsylvania, has reintroduced in the House his standard price bill, under which independent manufacturers would be allowed to fix the prices at which their products would be sold in all markets. Hearings have been held on this bill by the Interstate and Foreign Commerce Committees of the House, and Congressman Kelly will attempt to push the measure through to final enactment in the present session of Congress.

The purpose of the bill, according to Mr. Kelly, is "to give the independent manufacturer with an identified product, the right to file his trade-mark or brand with the Federal Trade Commission, as well as his price for the sale to the wholesaler and retailer."

On such filing, he would have the right to maintain the price of his article. "If any person feels aggrieved, that price is too high," he would be allowed to file with the Federal Trade Commission. "If any person feels aggrieved, that the price is too low," he would be allowed to file with the Federal Trade Commission. The Federal Trade Commission may revoke the right to fix prices, but may not fix the price itself."

This would guarantee fair and reasonable prices all down the line, Representative Kelly feels, which will protect the consumer. Protection against profiteering will come through the fact that when the price is fixed, the articles may never be sold at more than one standard price. A way is provided for disposing of goods by the dealer who may be going out of business, and who may wish to conduct a sale at low prices. He may first offer them back to the maker at the prices he paid for them. If the maker wishes, he may buy them back. If he declines, they may be sold at any price.

The bill, of course, would apply only to goods in interstate commerce. A similar law is in effect in Oregon, and most of the European countries have such legislation and it has worked out most satisfactorily, according to Representative Kelly.

The practice of giving an unlimited guarantee against declines in prices was opposed by Walter Parsons, general sales manager of the Borden Condensed Milk Company before the Federal Trade Commission. The Borden Company and 48 other milk condensing companies intervened in the formal complaint of the Federal Trade Commission against the Helvetia Milk Condensing Company.

With the exception of the Helvetia, which is opposed to any limitation in the use of the practice of guaranteeing against price declines, all the other companies favor its application to a limited extent.

It is their contention, as expressed by Mr. Parsons, that, without any guarantee against price declines, jobbers will not carry sufficient stocks to meet the demands of customers.

Startling Figures on Lumber Costs

Careful Analysis Shows a Loss of \$7.15 per Thousand Feet of Michigan Hardwood Sold

During the past few months the HARDWOOD RECORD has been compiling information from various producing sections, for the purpose of actually showing a comparison of production costs to selling price. As this work is nearing completion the following official statement is received from the Michigan Hardwood Manufacturers' Association from the office of the president at Cadillac, Mich., which gives specific results of a careful survey of manufacturing costs and sales prices on Michigan woods. The significant relation of these figures to present hardwood offerings and future price possibilities is marked. The statement follows in full:

We note in the press during the last few months a great deal being said about the high cost of lumber and its influence upon building, etc. With this thought in mind the Michigan Hardwood Manufacturers' Association started a campaign to ascertain actual costs of producing lumber by sending out a questionnaire to its membership listing under separate heads the various costs that should pertain to the department in question, and from seventeen representative manufacturing firms, representing a cut of a little better than one hundred fifty millions, we received a very comprehensive idea. After obtaining the costs it was then necessary to ascertain the percentage of the various species of timber that the forests produced and also the percentage of grades that each specie produced in lumber. After obtaining this information we applied a test of 100,000 feet of lumber at values now being quoted by representative manufacturers, and this result shows that lumber is being offered to the trade today at \$7.15 per thousand less than cost of production.

The following tables will show the cost of production, percentage of species and percentage of grades as ascertained in this questionnaire, and it was surprising to us to see how closely the various expense accounts harmonized:

PRODUCTION COSTS AS OF MAY 1, 1921

	Per M ft.
Logging (from stump to and on car).....	\$11.11
From car to sawmill.....	4.96
Sawing.....	5.95
Yarding.....	1.92
Shipping and marketing.....	2.71
Miscellaneous (taxes and other overheads not included in above items).....	4.29
Stumpage value.....	10.63
*Interest at 6 per cent on timber, railroad and plant investment....	8.13
	\$49.70

* Computed on average of ten-year timber life.

AVERAGE MICHIGAN LOG RUN PRODUCT

Species	Per cent
Maple.....	46
Beech.....	10
Hemlock.....	33
Elm.....	4
Basswood.....	4
Ash.....	1
Birch.....	2

GRADES

	Maple	Beech	Hemlock	Elm	Basswood	Ash	Birch
	%	%	%	%	%	%	%
Firsts and seconds....	18	15	..	25	20	15	20
Selects.....	6	5	..	10	12	12	10
No. 1 Common.....	23	22	..	22	21	20	16
No. 2 Common.....	20	23	..	18	22	20	19
No. 3 Common.....	33	35	..	25	25	33	35
Merchantable.....	..	..	45	..	..	..	..
Cull.....	..	..	55	..	..	..	..
Total.....	100	100	100	100	100	100	100

TEST ON 100,000 FEET AT CURRENT AVERAGE VALUES

	Maple	Beech	Hemlock	Elm	Basswood	Ash	Birch
	%	%	%	%	%	%	%
FAS.....	8,280	ft. @	\$105.00				\$869.40
Selects.....	2,760		\$5.00				234.60

No. 1.....	10,580	60.00	634.80
No. 2.....	9,200	40.00	368.00
No. 3.....	15,180	21.00	318.78
Total.....	46,000	ft.	\$2,425.58

BEECH

FAS.....	1,500	ft. @	\$90.00	\$135.00
Selects.....	500		\$0.00	40.00
No. 1.....	2,200		\$5.00	121.00
No. 2.....	2,300		\$3.00	80.50
No. 3.....	3,500		\$2.00	80.50
Total.....	10,000	ft.		\$457.00

HEMLOCK

Mer. value.....	14,850	ft. @	\$26.00	\$386.10
Cull.....	18,150		19.00	344.85
Total.....	33,000	ft.		\$730.95

ELM

FAS.....	1,000	ft. @	\$105.00	\$105.00
Selects.....	400		\$5.00	34.00
No. 1.....	880		\$6.00	52.80
No. 2.....	720		\$4.00	28.80
No. 3.....	1,000		\$2.00	28.00
Total.....	4,000	ft.		\$258.60

BASSWOOD

FAS.....	800	ft. @	\$100.00	\$80.00
Selects.....	480		\$8.00	38.40
No. 1.....	840		\$6.00	50.40
No. 2.....	880		\$3.00	30.80
No. 3.....	1,000		\$2.00	28.00
Total.....	4,000	ft.		\$227.60

ASH

FAS.....	150	ft. @	\$105.00	\$15.75
Selects.....	120		\$5.00	10.20
No. 1.....	200		\$6.00	12.00
No. 2.....	200		\$3.00	7.40
No. 3.....	330		\$2.00	9.24
Total.....	1,000	ft.		\$54.59

BIRCH

FAS.....	400	ft. @	\$110.00	\$44.00
Selects.....	200		\$9.00	18.00
No. 1.....	320		\$6.00	19.20
No. 2.....	380		\$3.00	13.30
No. 3.....	700		\$2.00	16.10
Total.....	2,000	ft.		\$110.60

TOTALS

Maple.....			\$2,425.58
Beech.....			457.00
Hemlock.....			730.95
Elm.....			248.60
Basswood.....			227.60
Ash.....			54.59
Birch.....			110.60
Total.....			\$4,254.92

Cost.....	\$4,970.00
Result.....	4,254.92

Loss..... \$715.08 or \$7.15 per M. ft.

Some 90 per cent of New York state's factories using wood have disappeared, largely because of the disappearance of the forests of the state and the removal of the source of the raw material to the South and West. The consumption of lumber has been largely increased in proportion of imports to native growth lumber, but the use of veneers has largely increased.

KNOXVILLE

*The Leading Producing & Distributing Market
of the Southern Appalachian Hardwood Region*

Names

Nationally Known for Satisfactory Service

American Lumber & Export Co.

Andes Lumber Co.

Andes-Niceley Lumber Co.

Blue Ridge Tie Co.

W. F. Cale Lumber Co.

Frampton-Foster Lumber Co.
of Tennessee

J. M. Logan Lumber Co.

Maples Lumber Co.

J. A. Rayl, Athens, Tenn.

Rayl-Jones Lumber Co.

L. H. Shaffer & Co.

Farragut Lumber Co.

Tennessee Saw Mills Co.—

Kimball & Kopcke Co.

Vestal Lbr. & Mfg. Co.

Transportation Problems of Today

By J. H. Townshend, Secretary, Manager

Southern Hardwood Traffic Association

My subject, "Transportation Problems of Today," is very broad, and I cannot undertake to go into the details of the details in addressing you today. I wish to point out a few of the transportation problems which confront the members of this Congress. I will also undertake to suggest a remedy. I desire to emphasize that the traffic problem which confronts the hardwood industry today is more serious and far-reaching and more intricate than at any time in the history of the American railroads. We must all admit that we are entirely dependent upon the railroads, and it is to our advantage to see that they prosper, but in order that the members of this Congress may prosper, the carriers must be prepared to give adequate service under the rates and rules that will permit of the widest distribution of your products.

Car Shortage

The lumber industry suffered untold losses during the past year, due to lack of sufficient car supply and transportation facilities. This situation was aggravated by priority orders issued by the Interstate Commerce Commission, giving preferential car supply to certain commodities. Under the Transportation Act of 1920, the Interstate Commerce Commission was given authority to make special rules or orders with respect to car service affecting any specific commodity. The result was a serious discrimination against the hardwood industry in the distribution of equipment. The welfare and prosperity of this industry require that you should support a bill to secure the abolition of such legislation as gives the Interstate Commerce Commission authority to issue priority orders.

Overcharge Claims

You who had many overcharge claims which arose during the period of federal control, which thankfully terminated on March 1, 1920, will recall that the Railroad Administration ruled that such claims should be filed with the Interstate Commerce Commission within one year after the termination of Federal control. This rule was issued only two weeks in advance of the closing of the one-year period. It has been my observation that hundreds of shippers did not have an opportunity to protect their interests by filing such claims with the Interstate Commerce Commission. The Railroad Administration has taken the position that such claims are barred by the statute of limitation. The question is a very serious one. If the Railroad Administration accidentally collected more money for transporting your freight than it should have collected it would certainly seem that you should have ample protection in filing your claims. If the Railroad Administration does not change its attitude, the hardwood industry should insist that the act be so amended to extend the time for filing claims which accrued during the period of Federal control to March 1, 1922.

Dunnage

Generally speaking, there is an allowance of 500 pounds as dunnage on lumber loaded in open top equipment. The carriers have recently undertaken to amend this dunnage allowance so as to

Rate-Making Common Sense

"I repeat, therefore, that basic commodities should have preferential rate treatment, and I would not be surprised to see the August 26 advance entirely suspended so far as heavy movement low grade commodities are involved. You know that every now and then some theorist comes forward with a new method of making rates, but after over fifteen years of experience in making rates, I know of no better principle for rate making than the simple rule of what the traffic will bear."

"However, in order to bring about the necessary adjustment, it is highly desirable and essential that we have the entire industry backing our efforts, and I trust that you will lend your moral support."—J. H. Townshend.

provide that the actual weight of the dunnage may govern with maximum allowance of 500 pounds. A few years ago several lumbermen, accompanied by myself, made a careful test as to the actual dunnage used in equipping flat cars. These tests showed conclusively that the dunnage allowance should be in excess of 1,000 pounds, and, in view of the fact that carriers, generally speaking, furnish open equipment for their own convenience, the shipper should be allowed an adequate allowance. A united industry should insist that the carriers make the proper allowance for dunnage.

Combination Rates

As the outgrowth of the percentage advance with a maximum, permitted by the Railroad Administration on June 25, 1918, and the subsequent percentage advance granted by the Interstate Commerce Commission on August 26 of last year, a plan was devised for the construction of rates made on combination, which in effect substantially protected the percentage increases. The tariff carrying these rules is known as Kelly's 228, which was issued to expire on June 1 of this year. The shippers were instructed to present to the carriers all rates which they desire published as through rates, supported by information as to movement, etc. The Southern Hardwood Traffic Association have called attention to thousands of individual rates that the members wanted published, but so far the carriers have not seen fit to publish any of these rates except in a few isolated cases. If Kelly's tariff is cancelled on June 1 it will mean a radical increase in all rates made on combination basis. I can say this, however, that it is not our intention to permit Kelly's tariff to be cancelled without publishing the necessary through rates and protecting the industry. The carriers have already recommended that the expiration date of Kelly's 228 be extended until Jan. 1, 1922.

Warfield Plan

Mr. S. Davies Warfield, president of the National Association of Owners of Railroad Securities, is now advocating a plan which will substantially replace the Transportation Act of 1920. This establishes a National Railway Service, and a careful study will show that it closely approximates the idea of the Railroad Administration with regional boards and directors. Senator Cummins has introduced a resolution in the Senate asking for a general investigation of the railroad problems. Mr. Warfield's plan will be thoroughly considered by the Senate committee and careful study should be given to this plan. I do not know of any shipper who desires to see any plan adopted which in any wise follows that of the United States Railroad Administration. The Railroad Administration was in operation a little over two years. Up to the present time the government has lost by operation of railroads one billion six hundred million dollars. I noticed in the paper a few days ago where Director Davis of the Railroad Administration has asked the appropriation committee of Congress for four hundred million dollars, which would make a total loss by the Railroad Administration in excess of two billion dollars. It is absolutely necessary that the hardwood industry should study the various

* Address delivered before the Appalachian Lumber Congress, Cincinnati, O., April 28.



HIGH HUMIDITY DRY KILN



Interior view showing battery of six kilns at the O. A. Miller Treeing Co., Brockton, Mass., drying last blocks and shoe trees from hard New England maple.

*"The Kiln with the Circulation
You Can Understand"*

B. F. STURTEVANT CO.
Hyde Park, Boston, Mass.

Atlanta, Ga., Boston, Mass., Chicago, Ill., New York, N. Y.,
Philadelphia, Pa., Rochester, N. Y., Seattle, Wash.,
San Francisco, Calif.

plans before the Cummins committee, and advocate the adoption of such regulations as will be beneficial to all concerned.

Advance in Freight Rates

I now come to the most important subject which confronts the industry. On June 25, 1918, the Railroad Administration permitted the carriers to advance their rates 25 per cent, with 5 cent maximum, on lumber and forest products. This plan was devised by practical transportation experts, and while it did not meet with universal approval, at the same time it was absolutely necessary that the advance be granted the carriers and the shippers willingly consented to these advances, especially in view of the fact we were actively engaged in war. However, under the tremendous increases granted to organized labor, these increases in freight rates were not sufficient to pay the operating expenses of the carriers, and as a consequence, on August 26, 1920, the Interstate Commerce Commission permitted increases ranging from 25 to 40 per cent. The association which I represent maintained that if a tax was to be added to transportation, it should be uniform throughout the country, and should bear a uniform maximum; that a straight percentage advance would be detrimental to the best interests of the industry. Unfortunately, however, there was a diversity of opinion between the various branches of the industry throughout the United States as to how these increases should be applied, and as a result a divided industry received a straight percentage increase, but based upon different percentages according to the several localities or territories. What is the result? Take Cincinnati as an illustration—there are shippers who subsequent to August 26 are paying an increase of 40 per cent in their rates to Cincinnati; another section paying an increase of 33½ per cent, and still another section is paying 25 per cent increase.

A careful investigation shows conclusively, and beyond a peradventure of doubt, that existing freight rates, as applied to a low grade heavy loading traffic, such as hardwood forest products, are

excessive and retard to a very great extent, the movement of forest products. As an illustration of the tremendous increases in freight rates—from a certain point on the C. & O. railroad to Norfolk, Va., a distance of 400 miles, is 27 cents per 100 pounds. Furthermore, I was talking to a lumberman this week, who sold a carload of lumber at an eastern market, for which he received a delivered price of \$427; the freight rate was \$420. Manifestly, a shipper can not continue to operate and pay such excessive freight rates.

In presenting our case before the Interstate Commerce Commission last summer, with respect to the necessity for a uniform increase and a uniform maximum, the hardwood industry, or at least that branch of it that I represent as traffic manager, was bitterly opposed by the Southern pine interests, who claimed that their principal competition was from Douglas fir, and that they would be benefitted by a percentage increase. However, it now appears that certain members of that industry realize that what is good for one branch of the industry is good for another branch of the industry, and that a flat increase should be made without discrimination. I was most pleased with a speech made by Mr. A. L. Clark, president of the Southern Pine Association, at the meeting of that association in New Orleans recently. Mr. Clark said: "There is no such thing as being neutral between right and wrong. I know no philosophy of life nor creed nor rule of conduct in human affairs between single individuals or en masse, except the Golden Rule of eternal right and justice to all, and being of the faith that nothing is settled until it is settled right, little difficulty will be encountered in determining the true cause. The real big thing in which we should all be interested today is to get a united industry behind the troublesome and far-reaching transportation problem. There is always a plane on which reasonable men can get together." Mr. Clark made this statement after he had stated that business is halting under excessive freight rates, which, as applied by the Interstate Commerce Commission, were wrong in principle and unsound.

The hardwood industry has decided, through the Southern Hard-

wood Traffic Association, to petition the Interstate Commerce Commission to cancel the advances of August 26, 1920. This action was taken after the industry had communicated and held a conference with the principal producing carriers of the entire hardwood section. We frankly admitted that they were working under tremendous handicap, and accordingly offered our support in assisting them in having the national agreements, which had been fastened on them during the Railroad Administration period, abrogated. We took an active part in having these national agreements rescinded, writing thousands of letters to every commercial organization in the United States. These agreements will be abolished on July 1, and will leave the carriers free to make their individual contracts with their own employees, according to the conditions that govern in any particular section of the country.

We are making rapid strides in our effort to bring about the necessary readjustment. The new administration at Washington feels that some adjustments are necessary. The question is how to provide adequate revenue for the carriers, and, at the same time, permit the free movement of commodities. In my opinion, there

should be preferential rate treatment for essential commodities. In other words, basic commodities, like coal, lumber, ore, etc., should have relatively lower rates than the various miscellaneous commodities, which are of higher value. Take shoes for instance. If you should add \$200 freight charges to a carload of shoes it would make very little difference in the selling price of shoes. In one of the western tariffs which I recall there are hundreds of less-than-carload rates published on specific commodities which should move on class rates. I repeat, therefore, that basic commodities should have preferential rate treatment, and I would not be surprised to see the August 26 advance entirely suspended so far as heavy movement, low grade commodities, are involved. You know that every now and then some theorist comes forward with a new method of making rates, but after over fifteen years of experience in making rates I know of no better principle for rate making than the simple rule of what the traffic will bear. However, in order to bring about the necessary adjustment it is highly desirable and essential that we have the entire industry backing our efforts, and I trust that you will lend us your moral support.

Hoover on Freight Rate Relief

IT is interesting and extremely encouraging, to discover that no less a personage than Secretary of Commerce Hoover supports the basic principles in the fight of the hardwood lumber industry, particularly the southern branch of the industry, to secure relief from the high percentage advances in freight rates, which threaten to destroy commerce in the lower grades of hardwoods. That Mr. Hoover does this will be shown by putting together certain statements which he made on April 29, in analyzing the problems of American commerce and industry, and statements made by J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, before the Appalachian Logging Congress in Cincinnati on the day before. Mr. Hoover said:

I conceive that the continued use of an emergency horizontal basis of rate increase can be seriously questioned. I believe an examination of the rate-making structure of this country will show that it was based fundamentally on charges varying to a rough extent with the value of commodities. This method was modified by competition, and by the deliberate policy of the railways to stimulate local industries and local production. Horizontal rate increases have thrown the relativity of these rate scales out of gear, both as to value of commodities and zones of distribution. The increase of the rate may amount to 5 per cent on the shipper's value of some commodities and 80 per cent on others.

Our great industries have grown up in the supply of the cheapest transportation in the world for their basic raw materials, with a higher differential on their finished products. We have many complaints of the hardship worked by the upset in ratio; complaints that it is readjusting the commercial and industrial map of the United States; complaints that in some industries the charge can be passed on to the consumer, while in others, such as agriculture, it falls largely upon the producer; and complaints that it is stifling production.

It appears to me that, even though the same total income must be earned by the railways, there must be a commodity and class readjustment in rates, both in the interest of the community and the railways themselves. Such a readjustment of rates was indeed forecast by the Interstate Commerce Commission as a necessity at the time of the last horizontal rate increase. We must also look forward to ultimate reduction in rates if the economic levels of the country are to find an equilibrium.

We will now quote Mr. Townshend, and you will no doubt readily observe the parallel between his contentions and Secretary Hoover's opinions:

The association which I represent maintained (referring to the

fight against the August, 1920, advance) that if a tax was to be added to transportation, it should be uniform throughout the country and should bear a uniform maximum; that a straight percentage advance would be detrimental to the best interests of the industry.

Then further:

A careful investigation shows conclusively, and beyond peradventure of doubt, that existing freight rates, as applied to low grade, heavy loading traffic, such as hardwood forest products, is excessive and retards to a very great extent the movement of forest products.

In my opinion there should be preferential rate treatment for essential commodities. In other words, basic commodities, like coal, lumber, ore, etc., should have relatively lower rates than the various miscellaneous commodities, which are of higher value. Take shoes, for instance: If you should add \$200 freight charges to a carload of shoes it would make very little difference in the selling price of shoes. In one of the western tariffs, which I recall, there are hundreds of less-than-carload rates published on specific commodities, which should move on class rates. I repeat, therefore, that basic commodities should have preferential rate treatment, and I would not be surprised to see the August 26 advance entirely suspended so far as heavy movement, low grade commodities are involved.

Consideration of these two statements suggests that Secretary Hoover and Mr. Townshend have perhaps hit upon the happy and only solution of the grave rate problem. It seems evident that the railroads can not afford to reduce the aggregate charge for service. But is it not entirely practical to reduce rates on commodities, such as lumber, which have assumed "more than the traffic will bear," and offset this by further increasing the rates on commodities that have not yet received the full measure of their rate burden? Certainly this must be done, for the present rates on lower grade southern hardwoods are nothing less than confiscatory. This was illustrated by Mr. Townshend in the address from which we have just been quoting. "As an illustration of the tremendous increase in freight rates," he said: "From a certain point on the C. & O. railroad to Norfolk, Va., a distance of 400 miles, is 27 cents per 100 pounds. Furthermore, I was talking to a lumberman this week, who sold a carload of lumber at an eastern market, for which he received a delivered price of \$427; the freight rate was \$420. Manifestly, a shipper can not continue to operate and pay such excessive freight rates."

These examples could be multiplied, ad infinitum.

(Continued from page 23)

grade proposition. Dimension stock is lumber refined to its highest utility and greatest economy. Dimension stock is lumber with the destructive wastes eliminated. Most dimension stock grades higher than any commercial grade, especially in hardwoods. It is true that the great bulk of all dimension can be manufactured out of low grade lumber, but the dimension itself is ordinarily top grades.

2. That dimension stock is a low grade manufacturing proposition. This mistaken belief is so firmly fixed in the minds of the production staff that, in many cases, mental stump-pullers will be useless. Nothing short of a funeral, or a flock of funerals, will correct this evil. We are in possession of all the necessary data to prove that the chief reason why most attempts heretofore to salvage the obvious wastes of lumber operations by manufacturing dimensions stock have failed is because the producer did not realize that the manufacture of dimension stock is a much higher and more difficult production problem than sawing logs.

In order to get this matter vividly before you, we are submitting a photograph of a lot of squares. These were manufactured by a concern that stands second to no other, as producers of accurately manufactured lumber. I know of no mill with better mechanical equipment. Yet study this picture. Can you find a single square in the lot? If you do, most likely the other end would prove to be some other shape. The writer has had most unusual opportunity to investigate this phase of the question, and he wishes the reader to understand that this picture does not represent an unusual case.

3. The third mistaken idea is that the curing of dimension stock involves the same factors and methods as curing plank lumber. In this connection, it is to be said that the Association of Wood Using Industries has secured the assignment of a specialist from the Forest Products Laboratories to give this problem the same attention that has marked their handling of the problem of kiln drying lumber.

4. The fourth mistaken idea is that the problem of properly handling and grading dimension stock is not a basic condition of success. Nor is this a simple problem. One of the main tasks in the Program of Standardization is to determine how this stock can be handled economically on grades. Many a permanent customer for dimension has been killed off by receiving a car in which grades, sizes and kinds were dumped, in one chaotic jumble.

III.—Three Indispensable Requirements for Production of Dimension Stock

Standardized dimension stock requires the manufacturer to put new meaning into the word "accuracy." The production penalties against inaccurately sawed dimension stock are very much greater than those which apply to mis-sawn lumber. In most cases mis-sawn dimension has little or no salvage value. Oversize, not infrequently, will be found an objection of considerable importance to the wood user. It is always a serious loss to the producer.

Years ago, when the new standards of accuracy were coming into vogue, an old-time machinist came along and watched the writer finishing a set of drawing dies. After a while he remarked, "I reckon that a sixteenth of an inch would make quite a bit of difference on the fit of those dies!" I reckoned so myself. Today there are not a few woodworking plants who work to limits of .001 at a fixed humidity. Relative to general practice in manufacturing plank lumber, a corresponding increase in accuracy is called for in manufacturing dimension stock.

The second requirement is speed. Dimension stock must be handled fast. In some of the old-time dimension mills "down east," which have specialized on spool bars (from which thread spools are turned) for many years, it is no uncommon case for a gang of nine men to saw and pile 8,000 feet of dimension squares per day, as an average for the season. This includes removing the edgings and waste. There is all needed experience to show that it is possible to produce accurately sawed dimension stock at high production speeds.

The third requirement is economy. Attention has already been

directed to this point in the opening paragraphs of this article. The cost of unnecessary kerf, of careless layout of cuttings, of unnecessary oversize, of mis-sawing and of mis-handling are enormously greater than corresponding faults in commercial lumber.

Furthermore, to handle dimension economically for both the producer and the consumer, it will probably be necessary to go to some expense to separate grades and lengths and sizes, and to bind these in secure, separate bundles. All these precautions and careful methods cost money and must be paid for, with a reasonable profit, by the buyer. But dimension stock is worth more to the buyer than clear lumber in the plank in nearly all classes and grades. If it is the duty and privilege of the lumber associations to educate and encourage their members to manufacture dimension stock, which is as good and as standard as wheat or gold, it is equally the duty of the Associations of the Wood Using Industries to educate their members to the economic value to them of standardized dimension stock, so that their buyers will recognize and pay the higher values that lumber in this form represents, as compared with commercial lumber.

The Wood Users' Problems

The wood users have had the opportunity of reading this discussion from a lumberman's point of view. The purpose of the next paper is to discuss the same problems from the wood user's viewpoint. It will then be the privilege of the lumberman to reciprocate.

Lumber Trade Customs

Editor's Note: The decision which follows is published through the courtesy of the American Wholesale Lumber Association, and is the result of a judgment rendered by the Arbitration Department of that association. These decisions will appear regularly.

Terms to Wholesalers

THE FACTS—The Buyer, a wholesaler, placed an order by mail specifying thereon "Usual Terms." The Seller acknowledged receipt, specifying terms as follows:

"Terms: Net 60 days, or 2 per cent cash discount on net amount after deducting freight charges for payment as follows: 30 per cent net amount 15 days from date of invoice, final settlement 5 days after arrival of car."

No objection was made by the Buyer and shipments were accepted as invoiced, under the terms of the acknowledgment. The Buyer failed to settle until several months after arrival of cars, but offered to pay interest for all extra time taken after the net due date.

THE DISPUTE—The Buyer contended that the 60 days "free time" should date from time of arrival, and the Seller, that same should date from date of shipment. Each based his contention on trade custom with respect to "Usual Terms" to wholesalers and the consequent construction that should be placed on the indefinite expression "Net 60 days" used in the terms specified in the acknowledgment.

THE DECISION—The terms of settlement specified in a contract must be considered as much a part thereof as is the price and any attempt on the part of the Purchaser to lessen the cost by deferring the time of payment beyond the agreed date is no more justified than it would be to reduce the agreed price.

In this case the Buyer was a wholesaler and agreed to settle according to usual terms granted to wholesalers and, according to trade ethics and custom, there is a difference between the terms to wholesalers and those to retailers. Therefore, and upon the evidence submitted, it is held that the shipments in question were due net 60 days from dates of shipments and Buyer should therefore pay interest for all time taken after expiration of said dates.

Pertinent Information

Memphis Club Entertains Nine

The Southern League Memphis baseball team were the special guests of the Lumbermen's Club of Memphis at the regular semi-monthly meeting of the latter at the Hotel Gayoso, Saturday, April 30.

S. B. Anderson, Anderson-Tully Company, and W. H. Dick, Tallabatchie Lumber Company, were designated to represent the club at the annual of the Mississippi Valley Association at New Orleans May 2. Funds were voted to pay their expenses.

Arthur Bruce, of E. L. Bruce & Company, Memphis and Little Rock, was elected a member.

James V. Rush Dies Suddenly



J. V. Rush

A man whose intellect and ability could ill afford to be so suddenly and so suddenly passed away in Memphis, Tenn., Thursday, May 12, when James V. Rush, president of the Rush Lumber Company, died of a cerebral hemorrhage. Mr. Rush was stricken without warning while apparently in good health, and died within a few hours. He would have been 63 years old had he lived to May 26.

Mr. Rush was a man who achieved a splendid success in the dry goods, the banking and lumber businesses, by fine integrity, good business judgment and years of unsparring toil. And in spite of his very definite material successes, he maintained throughout his life the finest spiritual values. He

was charitable, just and devoted to the service of his fellow men. His character and service were such that he won the love and respect of all who came in contact with him.

Mr. Rush was president of the Lumbermen's Club of Memphis in 1920 and was chairman of the advisory board of that organization when he died. He was an ardent Catholic, a member of the Sacred Heart Church, of the Knights of Columbus and the Holy Name Society, in all of which he was an influence, a worker and giver. His deep interest in charitable work was evidenced by membership on the board of directors of the Memphis Associated Charities. He was also a member of the Colonial Country Club.

Mr. Rush entered the lumber and sawmill business in Memphis in 1909, resigning the presidency of the Mercantile National Bank of Evansville, Ind., to make this change. Previous to going into the bank Mr. Rush was in the Mahey Nesbit Dry Goods Company of which he was secretary-treasurer.

On coming to Memphis Mr. Rush became a member of the firm of Moffett, Bowman and Rush. He was a brother-in-law to the senior member of the firm, Owen Moffett. Mr. Bowman later sold his interest in the business and three years ago, following the death of Mr. Moffett, Mr. Rush and his son, Paul, reorganized the business under the name of the Rush Lumber Company. The firm manufactures hardwood lumber.

In his immediate family Mr. Rush is survived by his only son, Paul, and his widow, who before her marriage was Miss Fannie Winans of Evansville, Ind. Mr. Rush was born in Edinburg, Ind. He will be buried temporarily in a vault in Calvary cemetery, Memphis, and will later be moved to Evansville for permanent interment.

Strengthen Anti-Tariff Forces

At the last meeting of the Buffalo Lumber Exchange guests were present representing the Buffalo Lumber Dealers' Association and the White Pine Association of the Tonawandas. The proposed tariff on lumber was again discussed and it was decided to add three other members to a committee already having charge of the matter as representative of the lumber interests of the Buffalo section, who will urge all the lumbermen to protest to local Congressmen and members of the ways and means committee against the imposition of a tariff. The committee is composed of Hugh McLean, C. W. Hurd, Henry I. George, M. E. Preisch and James L. Crane, the two last representing the Tonawandas.

Private Service for New Orleans

The Southern Hardwood Traffic Association, through the American Overseas Forwarding Company, is planning to make special arrangements for private handling service in the port of New Orleans because of the rate of 4 cents per hundred pounds allowed the carriers entering that port by the interstate commerce commission in the form of handling charges. The association made a strong effort to have the commission suspend the proposed rates until the subject could be heard on its merits but such pressure was brought by Mobile interests, on the alleged ground of business lost to New Orleans, that the commission declined to defer action.

Clubs and Associations

I. C. and Y. & M. V. One for Rates

The interstate commerce commission has ruled that the Illinois Central and the Yazoo & Mississippi Valley roads are one and the same for rate-making purposes and that, where the latter brings raw material into Memphis and delivers it to the former for shipment north of this city, the rate must be constructed on a single line scale instead of on the Memphis combination, according to announcement of the Southern Hardwood Traffic Association.

This decision," said J. H. Townshend, secretary manager, "establishes a principle for which we have been contending for a long while and we are very much gratified over the ruling of the commission."

The decision was handed down in the case of the North Vernon Lumber Co. v. Illinois Central and Yazoo & Mississippi Valley roads which involved rates on logs and other forest products moving from points on the Yazoo & Mississippi Valley south of Memphis to two destinations on the Illinois Central north of Memphis, Trimble and Dyersburg, Tenn.

Memphis to Have Adequate River Terminals

By using a bond for adequate river terminals at Memphis since the people of that city voted overwhelmingly in favor of the issuance of \$500,000 in bonds to provide funds for the acquisition of a site therefor. The government has agreed to build the terminals provided the city furnish it. S. R. Anderson, chairman of the Memphis River Terminal Commission, and W. F. Schulz, engineer for this body, are very busy working out the necessary arrangements so that construction can begin in early date.

Present terminals are used largely for the handling of package freight but it is proposed that the new terminals shall be devoted strictly to the accommodation of car load freight, including lumber, cotton, coal and other heavy traffic. Lumber interests are keenly supporting the movement in the belief that construction of the terminals will make the barge line operated by the government available for the handling of forest products by water, thus effecting substantial saving in freight charges.

American Hardwood Directors Meet

A meeting of the directors of the American Hardwood Manufacturers Association was held in Louisville, at the Seelbach Hotel, April 27, it being an executive meeting, with about thirty in attendance. The morning was given over to general discussions of conditions, in and outside of the trade, being of an informal nature, due to the fact that many of the members were absent, having been held up in a derailment of the Memphis train due to a car stuck in the morning, and not arriving until noon. Lunch was served in the middle of the day.

It was stated after the meeting that officers and directors of the association feel encouraged over the way in which the appeal on the open competition plan is working out, it now being before the courts in Washington.

R. M. Carrier, president, of Sardis, Miss., presided, but following the meeting stated that everything discussed was of an executive nature, and that there was nothing for publication. There was some informal discussion following the meeting, in which individuals stated that business was better, but still far from satisfactory, one lumberman stating that unless demand and price improved it would be doubtful whether more than 15 or 20 percent of normal production of hardwoods could be figured upon by June 1, as mills are cutting out logs on hand, and closing down, not being satisfied with prices and movement of low grades, which have been hard hit by high freight rates.

Domestic Distribution Activities

The National Wholesale Lumber Dealers Association has been asked to cooperate with the Domestic Distribution Department of the Chamber of Commerce of the United States. The chamber has organized its activities into functions and lines, and a committee on distribution has been formed to consider the problems of the distributor as they affect industry as a whole. A committee conference was held in New York recently, the National association being represented by Robert R. Sizer, New York, trustee, and W. W. Schupner, secretary, and while it was apparent that lumber distributing problems differed materially from those of other industries, the committee expressed a desire to enlarge its scope to include more directly the lumber industry. The association, through the Committee on Trade Relations, will submit to the committee a statement covering the distribution of lumber.

This subject will be considered at the annual meeting of the Chamber of Commerce to be held in Atlantic City, at which the National Wholesale Lumber Dealers Association will be represented by the following delegation: E. R. Burcock, Pittsburgh, Pa.; National Councillor: W. H. Schuette, Pittsburgh, Pa.; Robert G. Kay, Philadelphia, Pa.; Arthur C. Cromble, New York City; John L. Coulbourn, Philadelphia, Pa.; W. G. Frost, New York City; W. W. Schupner, Secretary.

Distribute Trade Commission Report

The officers of the National Wholesale Lumber Dealers Association regard the recent report sent to President Harding by the Federal Trade

Commission, regarding market and price conditions of sufficient importance to have it reprinted and distributed to all members.

Secretary W. W. Schupner calls the attention of members to the fact that the second paragraph of the concluding "causes" specifically refers to the lumber industry "which was the subject of a recent report by this commission to the Department of Justice," and in the report just filed there is an intimation of a general investigation of trade association activities. The officers of the National association repeat their statement of January 15th, issued in connection with the former report, that they will welcome any investigation of our affairs by either the Federal Trade Commission or the Department of Justice.

Among the "remedies" are suggestions of legislation which undoubtedly will require attention and cooperation, and the Executive Committee, working with the Legislation and Trade Relations Committees, assures the members that everything possible will be done in looking after their welfare and interest in the consideration of such legislation which may alter or disturb principles of distribution conceded as established under the law of supply and demand.

"Speaking for industry in general," Mr. Schupner says, "the report emphasizes the fact that prices to the consumer have not been reduced to correspond with the low price of raw materials, but so far as construction and the housing situation are concerned, the report seems to lack sufficient reference to the slow labor-wage readjustment so urgently necessary in reducing construction costs. Information reaching the office of the National Wholesale Lumber Dealers Association reveals that our members, at great sacrifice, have responded promptly in meeting the lumber price deflation."

Hargrave Is Re-elected

Newell H. Hargrave of the Kirkpatrick Lumber Company has been re-elected president of the Cincinnati Lumbermen's Club. Other officers elected were: J. C. West of the J. C. West Lumber Company, first vice-president; Daniel Moul of the D. H. Moul Lumber Company, second vice-president; Roy Thompson of the Thompson Hardwood Company, treasurer, and Will S. Sterrett, lumber exporter, secretary. The club adopted resolutions offered by J. J. Linehan of the Mowbray & Robinson Lumber Company, opposing the imposition of proposed duties on lumber shipped to the United States from Canada.

South Benders Feeling Fine

The regular semi-monthly luncheon of the South Bend Hardwood Club was held at the club room Monday, May 2.

Each and every member present seemed to have a heartier appetite than at any time during the past three months, and this change in them was finally traced to the fact that each reported more business during the past two weeks than during the same period of time within the last three months.

Business was reported good by all members present. The club unanimously voted to O. K. the new Sales Code of the National Hardwood association.

With the Trade

Louisville Recommends Changes

The Louisville Hardwood Club, following discussion of the Sales Code plan of the Memphis Lumbermen's Club at two meetings, indorsed the plan, but suggested certain changes in section 2. The local club took the matter up at a meeting on April 19, but as many members were not conversant with the plan, it was tabled until the meeting of April 26, in order to give all members an opportunity to digest it closely before going on record in the matter.

Secretary Thompson was instructed to write the following letter relative to the club's views on the subject:

"T. E. Sledge, Sales Mgr.

April 27, 1921.

"May Brothers,

"Memphis, Tenn.

"Dear Sir:

"Referring to the Sales Code adopted by the Lumbermen's Club of Memphis and which they desire adopted by the National Hardwood Lumber Association:

"The text of the Sales Code was considered by the members of the Louisville Hardwood Club at a regular meeting last night and was generally indorsed.

"It was the consensus of opinion that Paragraph 2 of the Unloading and Inspection Rule should be changed to provide that in event of a difference of 15 per cent of money value or more on the grade, and measurement holds up, the buyer shall hold the entire shipment intact and file with the seller a detailed report showing measurement and inspection. If the difference is less than the 15 per cent of money value on the grade, then only the off grade will be held intact for readjustment.

"Yours truly,

"(Signed by) J. S. THOMPSON,

"Secretary."

Flattering Offer Is Declined

Dr. Harry P. Brown, who has just paid a handsome tribute to the State College of Forestry at Syracuse and to the Faculty of the Forest Experiment Station, by offering the position of wood technologist.

Dr. Brown, who has just returned from a tour of inspection of the Forest Experiment Station, by offering the position of wood technologist.

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King Finds Business Good in Consuming Centers

Demand for hardwood lumber is daily improving and prices are daily growing a little stronger." This is the statement made by E. W. King, of the King Mill & Lumber Company, Paducah, Ky., who is making a tour of the consuming centers of the Middle West. Mr. King spent several days in Chicago during the week ending May 7 and sold a number of cars of hardwoods to consuming buyers. Before coming to Chicago he visited St. Louis, with like success, and also enjoyed a good business in South Bend, Detroit and other consuming points. He reports that inquiries have showed a marked improvement within the past two weeks and is of the opinion that the upward swing of hardwood demand and prices has definitely set in.

Lower Lumber Rates in Sight

The Southern Hardwood Traffic Association, in a letter just issued to members of that organization, makes the following significant statement regarding the movement looking to lower freight rates on forest products:

"The association is making rapid progress toward general reductions in freight rates on forest products and hopes to be able to put these through at an early date."

The association was represented at the recent conference of construction interests at Washington which appeared before President Harding. Chairman Clark, of the interstate commerce commission, and executives of the railroads in the United States, and which memorialized the President in behalf of lower freight rates on building and road materials in this country.

Byrns Enters Wholesale Field

Miles J. Byrns has resigned as secretary and treasurer of the Cumberland Valley Lumber Company to engage in the general wholesale lumber business with offices in the Union Central building, Cincinnati. Mr. Byrns will maintain his interest in the company and remains as a member of the board of directors. Attorney O. W. Bennett was elected a director of the company to the vacancy caused by the recent death of C. H. Benedict of Nashville, Tenn. The board as now constituted consists of John Byrns, president of the company; C. B. Benedict and John W. Love, both of Nashville; M. J. Byrns and O. W. Bennett.

Sales Code Draws Much Attention

J. H. Maassen, chairman of the sales code committee of the Lumbermen's Club of Memphis, is authority for the statement that more than 300 replies have been received from members of the National Hardwood Lumber Association in response to the letter sent to them in conjunction with a copy of the code and that fully 97 per cent of these are favorable. The others generally contain suggestions regarding slight changes in the code and he intimated that it is possible that some changes may be made. He and the other members of the committee are very much pleased with the cordial support the code is receiving at hands of members of the association.

HARDWOODS FLOORING BOX SHOOKS

LUMBER

ALL GRADES GUARANTEED

MOUNT-GEARHART

INCORPORATED

YARD:
JOHNSON CITY
TENNESSEE

OFFICE
ESSEX BUILDING
NEWARK, N. J.

General Hardwood Moves Offices

The General Hardwood Lumber Company announces that its offices have been moved from 19 South La Salle street to 118 North La Salle street Chicago. The move was made May 1.

Two Fires in Baltimore

Two woodworking establishments suffered loss from fire in Baltimore one day. One of them was the factory of the Sapero Box Company, at 2601, 2607 Boston street, where three buildings, one of brick and the other two of frame, were practically destroyed and a considerable quantity of lumber was burned. The loss is estimated at not less than \$100,000, supposedly covered by insurance.

The other blaze occurred in the pattern shop of George J. Storck & Sons, 2406-18 Greenmount avenue, also from some unknown cause. The loss there, it is said, will not exceed \$10,000, covered by insurance. The latter blaze started at midnight, April 27, while the Sapero company fire occurred on the same night somewhat later. It is thought that both places will be promptly rebuilt.

E. A. Shores Dies at Age of 76

E. A. Shores, one of the best known lumber operators in the North, died at his home in Superior, Wis., on April 18, at the age of 76 years. He was a resident of Manistique, Mich., until about 1889, when he established a mill at Ashland and operated a lumber fleet of six vessels. He also established large interests in the Pacific Northwest, with headquarters in Tacoma and Seattle, but always maintained a residence in Ashland, to which he returned to reside permanently about five years ago. He was a veteran of the Civil war and witnessed the historic battle between the Monitor and the Merrimac. The remains were taken to Arlington Cemetery at Washington for burial.

Eel River Falls Company Moves

The general offices of the Eel River Falls Lumber Company have been moved from Spencer, Ind., to 507-8 Lemcke building, Indianapolis, Ind. The personnel and other parts of the organization remain the same. The company made the change in order that it might keep more closely in touch with the market, and thus be in a position to give better service to its customers. The Eel River Falls Lumber Company manufactures and wholesales hardwood lumber under the able direction of P. C. Pierson and R. E. Halliwell.

Office Moved to Marquette Building

Maj. L. W. Tibbits, manager of the Chicago office of the Chicago Lumber & Coal Company, announces that the office has been moved from 1120 Lumber Exchange building to 427 Marquette building.

The Chicago branch of this concern was opened about two months ago and since then Major Tibbits has been getting his share of the hardwood lumber business in Chicago and adjacent territories.

Opens Sales Office

Ralph A. Tillotson, until recently in charge of the Detroit office and sales in the Detroit territory for the Holly Ridge Lumber Company of Louisville, Ky., has begun a wholesale and commission lumber business at Detroit, with offices at 501 Vinton building here. Mr. Tillotson will handle northern and southern hardwoods and cypress as well as yellow pine.

Hardwood News Notes

MISCELLANEOUS

The Blytheville Lumber Company of Blytheville, Ark., has been sold to the E. C. Robinson Lumber Company.

The Lauski Company of Chicago has changed its name to the Ft. Dearborn Furniture Company.

The Warren Featherbone Company of Three Oaks, Mich., has been sold to the Three Oaks Lumber & Coal Company.

B. C. Currie and A. D. Smith have been appointed receivers for the T. B. Rice and Sons Company of Philadelphia, Pa.

The Iron City Lumber Company has been incorporated at Pittsburgh, Pa.

The Todd Beckett Lumber Company has been incorporated at Shreveport, La.

The Hagerstown Lumber Company has been incorporated at Hagerstown, Md.

The Grand Ledge Lumber Company has been incorporated at Grand Ledge, Mich.

W. H. Harding, vice-president, has resigned from the American Lumber & Manufacturing Company of Pittsburgh, Pa.

The Lange Box & Lumber Company recently began business at Pittsburgh, Pa.

The J. W. Black Lumber Company of Corning, Ark., recently suffered a loss by fire.

Praise, Ky.

The Astoria Mahogany Company has opened an office at Grand Rapids, Mich.

The partnership of the Lovelace-Hoffman Lumber Company, Elizabeth, N. J., has been dissolved and the business will be carried on by Ogden Hoffman.

The Dwight Davis Lumber Company of Chicago has opened an office at 33 W. 42nd street, New York City.

The National Lumber Company of Concord, N. C., recently suffered a loss by fire.

The Merit Furniture Company of Ashland, O., was incorporated a short time ago.

The Edisto River Lumber Company of Embree, S. C., suffered a loss by fire a few weeks ago.

The Stiles Lumber Company has been incorporated at Abingdon, Va.

CHICAGO

The American Wholesale Lumber Association expects to facilitate the service to its members by dividing the membership into five general divisions, according to the species of woods dealt in. These divisions are: No. 1, Southern Yellow Pine; No. 2, West Coast Woods; No. 3 California and Inland Empire Woods; No. 4, Cypress and Southern Hardwoods; No. 5, Northern Woods. The members are now being assigned to these various divisions in accordance with the type of business handled by them. When the annual convention of the association is held here May 18-19, division chairmen will be appointed to supervise and direct the activities of the various divisions.

Because of the limited number of divisions, it has been necessary to make arbitrary groupings of various woods in the classifications. The established groups are as follows:

Southern Yellow Pine—Longleaf pine, shortleaf pine, North Carolina pine.

California and Inland Empire Woods—Larch, redwood, white pine, all Western varieties.

Cypress and Southern Hardwoods—Cypress, all varieties; hardwood, all Southern varieties.

Northern Woods—Hardwoods, except Southern; hemlock, except Western; Norway pine, spruce, except Western; white pine, except Western varieties.

West Coast Woods—Fir, all kinds; cedar, all kinds; Western hemlock, Western spruce.

Principally, the membership of the associates falls into divisions 1 and 2, though the remaining divisions have a very active quota of members.

BUFFALO

Arthur J. Yeager has returned from a two weeks' business trip to New York and elsewhere in the East, representing the Yeager Lumber Company. He reports a little improvement in the hardwood demand, with a growing scarcity of the upper grades of certain species.

A test of an expeditionary airplane made by C. Elias & Bro. of Buffalo was recently made at Curtiss field, with satisfactory results. The type of plane is new, and it is fitted to alight either on the land or the water. It attained a speed of more than 100 miles an hour in this trial and climbed 1,000 feet in two minutes.

Word comes from New York that the effort of the Erie Railroad to make a charge for lightering lumber from its docks at Jersey City to New York is not likely to succeed. Such vigorous opposition to it was put up that the carrier appears to think the matter hopeless. This lighterage has always been free, and it is stated that only the Erie railroad was supposed to make a charge, but the lumbermen saw all the other roads going into it if this one succeeded.

The C. W. Bodge Lumber Company has succeeded to the Sanford-Bodge Lumber Company here, with main office in the Prudential building. C. W. Bodge is at the head of the company. N. W. Marshall, who was formerly connected with the office, is now representing the Pickering Lumber Company in Cleveland.

BALTIMORE

A new lumber business is to be established at Hagerstown, Md., by the Hagerstown Lumber Company, recently incorporated with a capital stock of \$100,000. The incorporators and officers are E. Aldine Lakin, president; J. Brooks Lakin, vice-president, and George D. Martin, secretary and treasurer. The company has acquired more than four acres of land in the city for the yard and a planing mill.

Another new lumber yard in this section is that of I. Furman, who is doing business under the name of the National Lumber Company at 1113 Stiles street. The concern is handling hardwoods and various other kinds of lumber.

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, has received a letter from Temple Dobell, of Alfred Dobell & Co., the Liverpool timber brokers, who has been in this country for several months in the interest of his firm, visiting producing and distribution centers. Mr. Dobell wrote that he would be back in New York by May 6 and sail for home on the twelfth. Mr. Dobell stopped in Baltimore during his travels in this country.

Information has been received here that the Peaks of Otter Lumber Company of Bedford, Va., has been incorporated with a capital stock of \$100,000, with J. Mott Lindsay as president, and will install resaw and planing mill machinery.

Thomas A. Charshee of the Thomas A. Charshee Lumber Company, Stewart Building, started a few days ago on a trip down South which will extend as far as Florida. In the course of his travels he will visit several saw mills with a view of becoming the distributing representative for their output in this section. He expects to be away about two weeks.

COLUMBUS

W. L. Pierce, one of the oldest of the travelers in the middle west, has revived the Century Lumber Company, which he started 22 years ago, to handle on a commission basis. During the war he was associated with F. P. Rogers and R. E. Smith under the name of the Buckeye Lumber Company, with offices in the Gasco Bldg. Recently Mr. Pierce withdrew from the concern and revived his former company. R. E. Smith, another of the partners, died several months ago. E. R. Clarridge has now associated himself with the Buckeye Lumber Company.

The Advance Box Company, of Cleveland, has been incorporated with a capital of \$25,000 to manufacture boxes.

The Curry Lumber Company of Wooster, Ohio, is planning to move its plant to a new location at the western terminus of Henry Street. The present location is on East North Street, where it has been located for more than a half century. The business was started by the grandfather of W. R. Curry, the present owner.

E. M. Stark, vice-president and treasurer of the American Column and Lumber Company, speaking of hardwood conditions, said: "There is a decided improvement in the tone of the trade. Inquiries are more numerous and orders are coming in better from all sources. While there is still a rather wide range in quotations, yet the extreme low quotations are not as frequent as formerly."

F. B. Pryor, salesmanager of the W. M. Ritter Lumber Company, reports a better demand for all varieties of hardwoods during the latter part of April. Trade during the last week in the month was fully 25 percent better than in the previous week. Interior trim is moving better and the same is true of hardwood flooring. There is not as much spread in prices as was the case 30 days ago.

J. W. Mayhew of the W. M. Ritter Lumber Co., attended a meeting of the board of directors of the American Hardwood Manufacturers' Association at Louisville last month.

W. M. Ritter, head of the company bearing his name, has returned to Columbus after a month's sojourn in Washington, D. C.

The American Column & Lumber Company has employed H. M. Sedgwick, formerly a traveler for the M. B. Farrin Lumber Company of Cincinnati. He will cover western Pennsylvania, southern Ohio and Indiana.

M. W. Stark, president and E. E. Krause, secretary of the American Column & Lumber Company, attended the meeting of the Appalachian Congress at Cincinnati.

Martin Gross of the Gross Lumber Company, of Bellevue, Ohio, is seriously ill with rheumatism at his home.

The capital of the Foss Woodworking Company, of Cleveland, has been increased from \$25,000 to \$50,000.

The Matthews Lumber & Manufacturing Company, at 500 South Central avenue, has started the erection of a large lumber shed.

WHEELING

The formation of a new corporation known as the Southern Coal & Timber Corporation was recently announced in Huntington, W. Va. The company will be headed by J. C. Myers, who has been elected president of the organization. The other officers are: L. N. Frantz, vice-president, and S. H. Bowman, secretary and treasurer. The president of the company is a leading business man of White Sulphur Springs, and will move to Huntington to take active direction of the affairs of the corporation. He has handled some of the largest timber deals in southern West Virginia.

The Valley Lumber Company of Morgantown, W. Va., has been capital-

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

The Mid-West Hardwood Company

CHICAGO, NO. 901, MAJESTIC BLDG.

Announces

that it has been appointed

Exclusive Representative

of

The King Mill and Lumber Co.

PADUCAH, KENTUCKY

Makers of

King Quality Southern Hardwoods

LET US HAVE YOUR INQUIRIES, MAIL OR
WIRE, AT CHICAGO OFFICE OR MILL DIRECT

ized at \$25,000. The incorporators are Earl Dixon, A. W. Hawley, B. E. Cress, P. R. Watson and C. W. McCutcheon.

E. H. Crockard, well known throughout the tri-state territory as a timber estimator, has resigned from the Scott Lumber Company of Bridgeport, O., after having served as estimator for this company for ten years. Mr. Crockard resigned in order to take a long rest, never having recovered from burns received in the disastrous explosion over a year ago at the Scott Lumber Company plant.

According to statements made by lumbermen of this region there will be a general resumption of logging operations in the camps of southern West Virginia within the next few weeks. Many of the mills have been closed for some time because of accumulation of stock, but a recent revival of building in West Virginia has served to deplete these stocks and conditions now seem favorable for larger production.

Virtually all of the mills resuming are doing so on decreased wage scale of as high as 25 percent in many cases.

Frank B. Badger of Elizabeth, W. Va., will move his planing mill from Wirt county to Parkersburg. The land for the plant was purchased about a year ago, but the plans were delayed. However, they have been completed. The mill will be a large one, employing about 20 men.

INDIANAPOLIS

The Geneva Lumber and Supply Company has filed papers with the secretary of state showing a capitalization of \$40,000, of which \$10,000 is preferred stock. The company will deal in lumber and builders' supplies. Directors of the concern are Henry Wehrenberg, Fred Wehrenberg and Theo. Thimlar.

According to an announcement made recently the wages of the men employed in the planing mills and lumber yards in Anderson, Ind., have been reduced 10 per cent. A reduction from 75 cents to 65 cents an hour was made in the wages of the foremen in the plants, and a reduction from 65 to 55 cents was also made in other laborers' wages.

The Columbus Handle & Tool Company at Columbus, Ind., has closed all of its departments with the exception of the sawmill. Three-fourths of the employees at the plant will be thrown out of employment.

The Toyo Amusement Company of Indianapolis has been organized with a capital stock of \$5,000 for the purpose of manufacturing amusement devices. The directors are Harry Otachi, M. Jackson and M. Looney.

The Hoosier Manufacturing Company of Newcastle has increased its capital stock from \$750,000 to \$1,650,000. The company manufactures kitchen cabinets.

Papers have been filed with the secretary of state showing the organization of the Universal Wheel Company, Muncie, with a capital stock of \$100,000. The company will manufacture wheels. The directors are

A NAME that should be on your inquiry list for hardwood lumber.

American Column & Lumber Company

Brunson Bldg.

COLUMBUS, OHIO

OAK & HARDWOOD
DIMENSION STOCK

**Manufacturers
of
West Virginia**

**SOFT
YELLOW
POPLAR**

**PLAIN
WHITE
OAK**

**PLAIN
RED OAK
QUARTERED
WHITE
OAK**

**WHITE OAK
TIMBERS &
PLANK**

**CHESTNUT
BASSWOOD
MAPLE**

HICKORY

BEECH

BUCKEYE

BIRCH

**BUTTERNUT
ASH**

CHERRY

WALNUT

SYCAMORE

BLACK GUM

HEMLOCK

LOCUST

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
SAW AND PLANING MILLS AT SULLIGENT, ALA.

Facts That Fit Any Business:

COMPETITION, unprecedentedly keen, hereafter will cause wholesale elimination from the ranks of producers and distributors.

Survival will demand definite knowledge of underlying conditions and the ability correctly to apply this knowledge to individual businesses. The Brookmire Economic Service furnishes executives of large and small concerns alike authentic information and definite advice, based on its original system of forecasting from economic cycles.

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INCORPORATED

25 West 45th Street, New York
434-436 Citizens National Bank Building, Los Angeles, Calif.

Left: H. L. Hatchford, Robert J. Johnson and

son, manufacturer of this city, was successful in winning the republican ticket in the primaries May 4 in the fourth district. Mr. Berndt lost the ticket by a narrow margin.

The Root Lumber Company, one of the leading hard lumbering concerns in this city, was recently sold to John A. Hall and son, who expect to take possession of the plant at the end of the month. The former owners, expect to remain with the plant until Mr. Hall and his son become familiar with the work. The Root Lumber Company was organized in 1888, and the stock of the old company is now owned by Root, Louis J. Root and Mrs. Nellie Root. W. C. Root, also associated with the old firm, expects to remain at the plant.

John A. Hall, merchandising manager of the Montgomery Ward Company, of Chicago, and his son just completed his course at the University of Chicago with the class of 1920.

The alleged defrauding of the Advance Rumely Company, of Laporte, manufacturers of threshing and other machinery, of approximately \$350,000, G. Douglas Sinclair, a wealthy lumber dealer of Valparaiso, Ind., was found not guilty of embezzlement and larceny by a jury in the Porter, Ind., circuit court, at Valparaiso, April 22. In the course of the trial, invoices for thirty-five shipments of lumber made by Sinclair to the Rumely Company were introduced by the state, in which it was claimed the prices had been changed. The state also contended that Edward Mack, now dead, and who was formerly purchasing agent for the Rumely Company, bought lumber from Sinclair, raised invoices, and divided profits with Sinclair. The trial had been brought to Valparaiso on a writ of habeas corpus from Laporte county, and the jury disbelieved the testimony did not connect Sinclair with any fraud.

Practical training in forestry was obtained at the state forest reserve near Henryville last week by twelve students of the Purdue School of Forestry, headed by Prof. Burr N. Prentice, of the university faculty. The students were instructed in field forestry by Charles C. Deam, forester of the state department of conservation. During the week the students planted several million seeds in beds, in soil which they had previously treated with formaldehyde to prevent "damping off" of seedlings from bacterial disease; 50,000 white pine seedlings were also planted, and enough mature trees were calipered to fill and order for 5,000 railroad ties. In addition several tracts were also calipered to determine the annual growth on several experimental plots. It is said that Forester Deam is conducting the largest experiment in growing hardwoods ever attempted in the United States. There are about 2,000 acres of land in the reserve.

EVANSVILLE

The carpenters and bricklayers of Evansville after being out for about two weeks have returned to work and have agreed to submit their wage dispute with the contractors to a board of arbitration and this board is expected to be appointed in a short time and will get down to business. On the first of April the Evansville contractors announced that they would cut the wages of all building trades 20 percent and most of the building trades went out on a strike as a result of this announcement. The painters refused to accept the cut and as a result the contractors went on the open shop basis. The sheet metal workers also refused the cut in wages and the contractors say they probably will go on the open shop basis in a short time. As matters now stand the contractors have made all the settlement with the building trades that they intend to make this year and it looks like most of the contractors will declare for the "American" or "open shop" plan. With the wage adjustment made it is expected that the month of May will see a revival in building operations in Evansville and many other towns in southern Indiana. Little large construction work in this city is now under way, but a great deal has been planned for the summer and fall months. Many towns in this section have a large building program.

D. B. MacLaren, formerly engaged in the retail lumber business in this city, now located at Indianapolis, was in Evansville a few days ago calling on the local trade. Mr. MacLaren formerly was president of the Evansville Lumbermen's Club.

The Reed Blue Lumber Company at Petersburg, Ind., a few miles north of Evansville, has started work on its new lumber plant that will be 50 by 100 feet. The company also will build a new switch from its plant to the Big Four railroad, a short distance away.

Owners of planing mills and lumber yards at Anderson, Ind., announced a few days ago that they had decided upon a 10 percent reduction in the wages of their men. Foremen in the plants were reduced from 75 to 65 cents an hour and other employees were reduced from 65 to 55 cents.

It is expected that the logging camps along Green and Barren rivers in western Kentucky will show increased activities before long. Few logs have been gotten out along these rivers during the past two or three months for the reason that the saw mills in Evansville have not been running on steady time and have not been in the market for any logs to speak of. The Green river country still has a valuable timber supply and most of the logs cut in that section are rafted here and used by the local mills.

The plant of the Grayville Mill and Lumber Company at Grayville, Ill., a few miles west of here, after being closed down for several weeks, has resumed operations again. The company has been getting a good many logs of late from a timber tract recently purchased near Cowling, Ill., the

logs being rafted down the Wabash river to Grayville.

The Western Airplane Syndicate is the name of a new concern organized a few days ago at Seymour, Ind., which will manufacture airplanes and conduct a training school for pilots at that place. C. E. Lay of Cincinnati, who has been interested in the manufacture of airplanes for a number of years, has been elected president of the new company, and L. C. Hodapp, of Seymour, was elected secretary and treasurer. A lease has been taken on a three story building which will be used as a factory. The manufacture of airplanes will start within a short time, it is announced. The veneer work for the wheels of the air machines will be done in Seymour, while some of the other parts will be manufactured elsewhere.

George H. Foote, of the Evansville Band Mill Company, has returned from a business trip to Vincennes, Ind.

LOUISVILLE

W. H. Day, sales manager and W. A. MacLean, president of the Wood Mosaic Company, are planning to leave sometime soon on a fishing trip into Canada. The date has not been set.

R. R. May, of the R. R. May Hardwood Company, reports a few sales and some little improvement in business, although low grades are hard to sell, and top grades are getting scarce.

Preston P. Joyce of W. P. Brown & Sons Lumber Company, reports improvement in orders and better inquiries for lumber, especially common grades, now that firsts and seconds are decidedly scarce. It is believed by Mr. Joyce that when the furniture shows are over in July, there will be much better buying by the furniture trade.

Harry Kline, of the Louisville Veneer Mills, in a recent statement concerning business, stated that veneers were much better, but that plywood was slow in developing any real demand.

The Louisville Point Lumber Company has stopped buying logs, but has a good many river logs still to come in. The company is down at its Kentucky River mill, and just operating at Louisville for the time being. It will take about four months to cut out logs on hand here.

There are not so many woodworking plants represented in industrial baseball in the Falls Cities this year, but the Mengel Company and the Wood Mosaic Company both have good teams in the field.

The Black Log Lumber Company, of Maysville, Ky., capital \$50,000, has recently been chartered by R. F. Newell, George Kirk and C. S. Kirk.

Bond Brothers, of Elizabethtown, Ky., manufacturers of ties, have recently increased their capital stock from \$500,000 to \$600,000.

The Wiggington Desk Manufacturing Company, formerly of Parkersburg, W. Va., has purchased land at Camp Taylor, Louisville, which has been almost completely disposed of, and plan to start work on a new plant shortly.

Edward L. Davis, of the Edward L. Davis Lumber Company, Louisville, recently returned from Atlantic City, where he represented the lumber interests as a delegate of the National Hardwood Lumber Association, before the U. S. Chamber of Commerce.

With a capital of \$5,000, the Elkhorn Coal & Timber Company, of Elkhorn, Ky., has been chartered by K. B. Elswick, P. M. Elswick, and T. L. Hughes.

The Norman Lumber Company reports a slightly improved demand for thick poplar, while its siding business has picked up after a period of dullness. Box shooks are moving slowly as a whole.

The action of the Dawson Lumber Company a few weeks ago in securing excellent local yards for hauling lumber has proven a good idea, now that Louisville has been accorded the milling-in-transit privilege, which will enable the local company to draw much lumber from the South for rebanding here.

J. S. Thompson of the Southern Hardwood Traffic Association reports that he has secured a new member for the Louisville division in the Embry Box Company, which includes the Embry Lumber Company, and Embry Wire Bound Box Company. Mr. Thompson reports improved export movement of hardwoods, moving especially to England, but claims that foreign demand is not sufficient to effect mill production materially.

WISCONSIN

The Nash Motors Company of Kenosha expects to award contracts within two weeks for the construction of several additional units to its Four Cylinder Division plant on Clement Avenue, in Milwaukee, which was erected last year and placed in operation September 1, 1920. The principal structure to be erected is a three story shop, 100 by 600 feet in size, equipped largely for the manufacture of bodies, general woodworking, and all sheet metal operations. With other buildings and the machinery, the present construction will involve an investment of nearly \$1,000,000. Ben W. Twyman is general manager of the Milwaukee division.

The Rust-Owen Lumber Company resumed the operation of its mill at Drummond on May 2 after an interruption of about three months, during which the plant was overhauled, the log supply replenished, and yards cleared for the reception of the production of the new season. For the present the mill will run with a day shift only and use about 125 to 150 men.

The John Schroeder Lumber Company, Milwaukee, reopened its big mill at Ashland on May 2 after being closed down since early last November. Business conditions have improved to such an extent that production is

KRAETZER-CURED GUM

Dry lumber, band sawed, edged and trimmed. Dandy widths and lengths, perfect manufacture and KRAETZER-CURING insures bright stock free from stain. We offer from our Dyersburg, Tenn., mill.

5/8 1s & 2s Sap Gum.....	3 cars
5/8 No. 1 Com. Sap Gum.....	3 cars
5/8 No. 2 Com. Sap Gum.....	4 cars
4/4 1s & 2s Sap Gum.....	1 car
4/4 No. 1 Com. Sap Gum.....	3 cars
4/4 No. 2 Com. Sap Gum.....	2 cars
5/8 No. 1 Com. Plain Red Gum.....	1 car
4/4 No. 1 Com. Plain Red Gum.....	1 car
6/4 No. 1 C&B Qtd. Red Gum.....	1 car
4/4 No. 1 C&B Qtd. Sap Gum.....	1 car
5/4 No. 1 C&B Qtd. Sap Gum.....	1 car
6/4 No. 1 C&B Qtd. Sap Gum.....	2 cars

North Vernon Lumber Mills

North Vernon, Indiana

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
4/4 No. 1 & Btr.....	40,000'	4/4 No. 2 & Btr.....	40,000'
4/4 No. 2 Common.....	115,000'	5/4 No. 1 & Btr.....	300,000'
5/4 1st & 2nds.....	40,000'	5/4 No. 2 Common.....	175,000'
5/4 Selects.....	80,000'	6/4 No. 1 Common.....	20,000'
5/4 No. 1 Common.....	60,000'	6/4 No. 2 Common.....	175,000'
5/4 No. 2 Common.....	280,000'	8/4 No. 2 Com. & Btr.....	150,000'
6/4 1st & 2nds.....	6,000'	10/4 No. 2 & Btr.....	60,000'
6/4 Selects.....	30,000'	BASSWOOD	
6/4 No. 2 Common.....	40,000'	4/4 No. 1 & Btr.....	200,000'
8/4 No. 1 Com. & Btr.....	35,000'	4/4 No. 2 Common.....	100,000'
SOFT ELM		SOFT MAPLE	
6/4 No. 2 & Btr.....	90,000'	4/4 No. 2 & Btr.....	100,000'
		6/4 No. 2 & Btr.....	11,000'

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Hemlock and Hardwood Crating

Band mills at

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May we quote you on
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Regular Width and Lengths; Dry

White Ash.....	Com. & Bet.	4/4 to 16/4
Beech	Log Run	4/4 to 8/4
Chestnut	Com. & Bet.	4/4
Elm	Log Run	4/4 to 16/4
Red or Sap Gum...	Com. & Bet.	4/4 to 8/4
Hickory	No. 1 Com.	4/4 to 16/4
Maple	Log Run	4/4 to 16/4
Qtd. White Oak....	All Grades	1/2" to 8/4
Qtd. Red Oak.....	All Grades	3/4 to 8/4
Pl. White Oak.....	All Grades	5/8 to 16/4
Pl. Red Oak.....	All Grades	3/4 to 16/4
Poplar	All Grades	5/8 to 8/4
Qtd. Sycamore.....	Log Run	5/8 to 4/4
Walnut	All Grades	5/8 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS

Owensboro, Ky. Campbellsville, Ky.

with a day shift. The Schroeder camps are now making regular shipments to the Ashland and other camps on Michigan island of the Apostle group to insure an adequate supply.

The Northern Lumber Company of Phillips is pushing work on the construction of a new sawmill at Morse, which is the central point of large tracts of hardwood and softwood timber acquired some time ago. The company has about two or three years' timber supply remaining at Phillips and will then transfer the major operation to Morse. The new mill will be ready to start cutting logs by early fall and the capacity will be gradually increased until the operations at Phillips come to a close.

The Diekmann Manufacturing Company of Green Bay has recently filed amendments to its articles of incorporation, providing for an increase in the capital stock from \$60,000 to \$100,000. At the same time the corporate style was changed to American Lumber and Manufacturing Company.

The Northern Sash and Door Company of Hawkins has been granted a charter to engage in the general woodworking business. The capital stock is \$50,000 and the incorporators are Jens Jesdahl, O. L. Holtz and R. J. Ellington, who represent a group of Hawkins business men who are financing the enterprise. It is proposed to start work about May 20 on the construction and equipment of a new mill and factory which will cost about \$40,000.

The plant of the Tomahawk Steel and Iron Works at Tomahawk was almost totally destroyed by fire early Thursday morning, April 21, causing a loss estimated at nearly \$75,000, with insurance of about 40 per cent. It is believed a locomotive spark ignited the warehouse and the blaze communicated to other buildings when the waterworks failed. The Tomahawk company is one of the oldest and best known concerns in the North, manufacturing and repairing logging, saw and planing mill and general woodworking equipment, operating a large foundry, machine shop and other departments. The owners are planning to rebuild without delay, as the company has large orders requiring normal capacity output for several months forward.

The Payson-Smith Lumber Company of Minneapolis, a Minnesota corporation capitalized at \$500,000, has applied for a charter to do business in Wisconsin. No location is designated in the application nor is an agent named. The articles are signed by E. Payson-Smith, O. E. Youngblood and L. P. Gillette.

The Hardwood Market

CHICAGO

The demand for hardwoods in this market has undergone quite a noticeable improvement during the last fifteen days. Furniture factories and other users of higher grade hardwoods are getting into the market to cover their needs, fearing lest the shortage of FAS stocks may soon make it impossible to secure what they must have. The increasing scarcity of FAS grade of all hardwoods, both northern and southern, is causing a firming of prices, even to No. 1 common. Flooring, sash and door and box factories are buying.

BUFFALO

The hardwood demand is a little more active than a few weeks ago, but trade is far from being as brisk as it sometimes is. The chief optimistic feature of the situation is that distress lumber is getting off the market and wholesalers think it will be still less a factor a few weeks hence. Concerns which have been making a specialty of such stock for the past few months now have a good deal less than formerly, and they are not making as low prices as a month ago.

At the same time there is lack of strength in most woods, with a good many sellers looking after the same order oftentimes, and the consumers are disposed to shop around much more than formerly before purchasing. No very active market is looked for in the near future, as it is said that business conditions will have to right themselves still further before there is likely to be any big trade developing. Some increase in the flooring demand has developed and building seems to be slowly increasing in this territory.

BOSTON

It is unfortunately a fact that improvement in the hardwoods trade in this city and in New England is not what the trade had hoped for and expected. But that there is an improvement as each week goes by and that the market is constantly getting a little firmer are facts of which there can be no doubt. While improvement is not as great as was hoped, the fact that there is a growing increase in trade satisfies hardwood people

here things are on the mend. It is true that this improvement continues to be unequally distributed. Some are really having a surprising improvement in demand and inquiry, considering general conditions, whereas others fail to note any bettering in their business. The strike of the building operatives is still on, a fact which ties up practically all new construction work in and about this city, and has done so since Jan. 23 last. While directly affecting only the interior trim business, a fifth or sixth of the total business here, it indirectly has had right along a poor effect on the market. But the chief field of hardwood consumption here is with the manufacturing consumer, and it is with him that the improvement in demand and inquiry are being noted. This improvement is rather unevenly distributed itself as among the different consumers of hardwoods. The better demand is noted from the hardwood yards and the furniture people chiefly and also the machinery makers, who use much poplar in the plants.

BALTIMORE

There is a growing belief among members of the hardwood trade here that some progress toward more satisfactory conditions has been made in the last few weeks, and that there is every indication of this progress being continuous. In addition to the experience of one firm, which stated that the inquiry was more active, another reported that it no longer was prepared to accept any offer for lumber which might be submitted. This firm said it was turning down about as many proposals as it accepted because the prices named were not satisfactory. There has been a stiffening in the quotations on poplar, for instance, sales made of late being closed on a basis perhaps \$5 higher than the law figure recorded. And further recovery is confidently expected as soon as the purchasing power of the country asserts itself in a somewhat more active manner. It is being more and more realized that stocks of hardwood are not large, what with many of the mills being operated at greatly reduced capacity. There is, of course, no steady stream of business, orders coming in spurts, as it were. One or two days, perhaps, will bring out a number of them and then quiet will again ensue, but always with the periods of inactivity shorter and those of activity longer. What is now regarded as holding back the demand is the uncertainty with regard to various matters, the seaman's strike, the threat of other labor troubles, and suspension of work by men in the building trades, the general hesitancy to engage in operations calling for the use of lumber perhaps on account of the belief that prices may go lower, and other similar general causes.

COLUMBUS

There is a marked improvement in the hardwood trade in Central Ohio during the past fortnight. This is apparent both in increased business and in a larger number of inquiries from all sources. As a result of the better business a feeling of optimism is exhibited on all sides and it is believed that the worst of the slump is over. Manufacturers and wholesalers are of the opinion that there will be a continued improvement during the spring and early summer.

One of the best features of the trade is the larger orders received from the retail trade. Dealers' stocks are rather low and there is a disposition to replace them. This is noted both from dealers in the city and in rural sections. Strongest points in the market are first and seconds, oak, poplar, chestnut and basswood. Hardwood flooring also shows a marked increase in demand. Factories making furniture are now coming into the market better. Automobile concerns are operating with fuller force and are buying stocks. Implement and vehicle concerns are also making inquiries preparatory to entering the market. Taking it all in all there is less caution on the part of purchasers and a disposition to buy for a longer time in the future.

Prices are more steady, although there is still a rather wide spread. Some low quotations are still heard, but these are not as frequent as formerly. Southwestern manufacturers are holding firmer and this has a stabilizing effect on the entire trade. Shipments are coming out promptly and there is a decided improvement in collections. Oak and poplar are moving well.

CINCINNATI

Hardwoods constitute the one bright field here in the lumber business. Trade is quite a little improved. Inquiries both from factories and dealers are being received in larger numbers and a large majority of those received are live ones. Factories, especially those making boxes, automobiles, implements and furniture, are in the market for small orders. Most of the dealers who sold hardwoods at low prices are about out of stock, and as a result the buyers are forced to seek other sources for supplies. What business is being placed now is benefiting those lumbermen who held this stock, instead of sacrificing it in order to make sales when business was slow. Dealers report that the higher grades are becoming more difficult to secure and they are predicting sharp increases unless this condition changes. The best tone since the market took its turn for the better is manifest through the entire trade. Retailers are showing some activity, although a few of them are holding out in hopes of lower prices. There is a general feeling here that if demand continues to increase prices will go up. Building construction is increasing, but to no great extent because

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(Largely No. 1 Common)	
No. 1 & Btr. 8/4, reg. widths. & lgths.....	5 mos. dry
No. 1 & Btr. 10/4, reg. widths. & lgths.....	15 mos. dry
No. 1 & Btr. 12/4, reg. widths. & lgths.....	2 mos. dry
No. 3 4/4, reg. widths. & lgths.....	12 mos. dry
No. 3 6/4, reg. widths. & lgths.....	5 mos. dry

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4/4" No. 2 Com. & Btr. .4 cars	5/4" No. 1 Com. & Btr. .3 cars	5/4" No. 2 Com. & Btr. .4 cars	5/4" No. 2 Com. & Btr. .3 cars
5/4" No. 2 Com. & Btr. .6 cars	8/4" No. 1 Com. & Btr. .2 cars	8/4" No. 2 Com. & Btr. .1 car	12/4" No. 2 Com. & Btr. .1 car
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High Grade
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Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

engaged in this class of work. This affair is a big dwelling and apartments, which are badly flooded dealers believe that the long expected and not started in a general way. Production at this time is very limited, but it is steadily increasing as demand grows.

INDIANAPOLIS

There is a steady resumption of production among the wood working industries here. Probably the first and most certainly the hardest hit of all the various lines of woodworking industries were the automobile body building plants and such other plants as depended upon the automobile industry for their demand. These factories, during the past two weeks, have shown much more activity. While the increase has not been what it should have been, figures at the various plants, judging from the production schedules, show that since the low production record of some little time back, production has increased about 30 percent. So far production in these allied lines has not increased quite to the point the automobile production itself has attained, but the factory executives say it is only a question of time and they are looking for a gradual improvement during the remainder of the summer months. Plants manufacturing phonograph cabinets are also increasing their production. During the past two weeks several men interested in this industry have returned from the East, where most of the product is sold, with the report that business conditions in the East are much more favorable than they were a month ago. The furniture factories are not doing much. Some have increased their production slightly, but in these cases the individual factory just happened to be lucky and get some good orders. Taken as a whole, there is not much improvement. Box factories here report some improved demand. This is attributed to a general quickening of other industries here that use the product. Prices on the upper grades of lumber are considerably stronger than they were two weeks ago, but prices on the lower grades are yet weak, there being little demand.

EVANSVILLE

The hardwood lumber manufacturers of Evansville and southern Indiana say that there is a much better feeling in the trade than there was a month ago and inquiries are increasing some, but that the actual number of orders has increased but little. Manufacturers, however, are looking on the bright side of the trade picture and believe that it is only a question of time until there is a marked improvement in business. The better grade stocks are running low, and as many of the mills are closed down and are not turning out any stocks to speak of, the manufacturers believe that prices of lumber are going to advance before long. Collections are fairly good and general business conditions are better than they were a month or two ago. Manufacturers are buying few if any logs at this time and have not been in the market for any for a long time. Log prices are rather high. Wood consuming plants are running on part time, and in fact have for some time past. These manufacturers say they can see a silver lining to the clouds and they believe that May or June will witness some picking up in their trade. Box manufacturers report they are operating their plants on part time only.

MEMPHIS

Virtually no progress is being made with the manufacture of southern hardwoods for the reason that precipitation has been so heavy throughout the valley territory during the past month that all streams are out of their banks and that the lowlands are covered with flood or surface waters. Precipitation for the month in question broke all previous records for this particular period and it is not overstating the case to say that, so far as the more heavily timbered lands are concerned, there is "water, water everywhere." The vast majority of manufacturers are closed down because they are unwilling, in the present condition of the market, to produce additional lumber, but those firms which are attempting to run on fresh timber, or which are trying to take care of old logs to prevent them from spoiling, are having much difficulty in keeping their plants in operation. So far as immediate logging is concerned, this is practically at a standstill and cannot be resumed for some time. Very few firms are making efforts to bring out new logs and those which are attempting anything in this line are meeting with scant success.

In the meantime, the volume of business is steadily increasing and shipments are, unquestionably, considerably heavier than production, with the result that stocks are on the decrease. In the case of the higher grades, such shipments as are being made represent almost absolute loss, for the reason that there is so little lumber of this grade being produced. The percentage of firsts and seconds in current production is extremely light, and, when it is reflected that current production itself is the smallest ever known at this time of the year, it is not difficult to see how little is being placed on sticks in lumber of this character. Members of the trade complain of a growing shortage of firsts and seconds and there is such general agreement regarding the shortage of this class of stock that the lightness thereof is accepted as an established fact. There is also a scarcity in No. 1 common plain red and white oak, No. 2 plain red and white oak, and No. 1 common red gum. The supply of sawed firsts and seconds, in stock thicker than one inch, is also

rather limited. Speaking generally, the supply of southern hardwoods is not anything like as burdensome as a short time ago and the feeling of hardwood interests is rather more cheerful.

LOUISVILLE

There has been a very perceptible improvement in demand for hardwoods during the month, this demand now taking in No. 1 common as a result of firsts and seconds being very scarce and somewhat higher. The furniture trade has been buying more freely, and with the close of the shows, and information as to what and how much lumber will be needed in operations, buying should be better. Veneers are also picking up somewhat, but plywood is quiet. Top grades are getting scarce, as mills are nearly all down in the South, or just cutting out logs in hand, and have not decided to reopen until prices and demand are better. This indicates that the best grades of lumber will be very scarce shortly, and that lower grades will come into better demand and at better prices. The building trades are at a standstill, due to labor conditions, strikes in the North and East, lack of financial backing for building for sales or investment purposes, etc., this resulting in jobbers' demand being but fair, as the demand for interior trim and hardwood flooring is being checked for the time being. Poplar siding is improving after a period of dullness lasting some weeks. Mahogany and walnut are both good, with quartered oak better, and poplar and gum in very fair demand. Plain oak is more active.

ST. LOUIS

While the volume of trade in structural lumber has shown some increase in the past two weeks, it has not been enough to prevent further declines in prices. Building activity is still seriously hampered by labor considerations, but industrial buying has increased somewhat in hardwoods. Most of the buying, however, is for immediate needs. Railroads are virtually out of the market and in consequence the prices of heavy timbers cross ties and car stock have declined more heavily than at any recent period.

About 30 percent of the furniture factories are running full time and the balance averages about 50 percent of capacity. The past two weeks has been marked by an increase in inquiries from dealers.

MILWAUKEE

The business which has been placed with hardwood lumber manufacturers in Northern Wisconsin and Upper Michigan in the last two weeks to a month is of such volume that it indicates a certain and definite progress toward more nearly normal conditions in the industry. It is not quite correct to say that business is of "volume," for it is lacking in real substance. However, demand is increasing daily, and while progress is slow, it is steady and sure.

Requirements generally are in very small lots and remain of a hand-to-mouth character. The buying which furniture factories and other consumers of the higher grades of hardwoods are doing is to replenish stocks, which have become badly broken and reduced to a point where it has compelled industries to make new purchases. There is no freedom in buying, due to that reason. The products of chair, furniture, cabinet, panel and veneer-using factories are moving better through jobbing and retail channels, and it is reasonable to presume that as manufacturers' stocks of finished goods are steadily being brought to a minimum, and new orders come in, this will be reflected by a broader demand for hardwood lumber and other stocks of raw material.

New construction is moving forward, but the big jobs which require fair-sized supplies of hardwood finish and flooring are confined largely to public schools, which furnish a healthy requirement. Railroad buying has not been resumed to any appreciable degree, but the nature and scope of inquiries from this source is such that confidence is held in a revival within a short time.

Hardwood manufacturers are pleased over the manner in which the top qualities are moving, but are still rather disappointed over the slow absorption of the lower grades. Nevertheless, mill stocks have been reduced to the extent that mill operations are broadening throughout the North.

HAMBURG

Material improvement of the market conditions has been hampered by the political atmosphere which is hindering the return of normal economical connections in quite a large part of the world. American wood goods had to suffer from this situation, as buyers were very reluctant to make any purchases, according to a report made by J. F. Muller & Sons, wood brokers, Hamburg, Germany.

Arrivals of African and Central and South American hardwoods were rather active, while from the United States only some hardwoods logs, no lumber and only small quantities of pitch-pine were imported. The demand for black walnut and yellow poplar logs suitable for veneer cutting exists still to a certain extent, though the most urgent requirements have been filled out of recent arrivals. American shippers would materially facilitate business with Germany in according more liberal terms of payment and not to insist on credits to be opened in the U. S. A., but to present documents through German banks or American institutes having branch offices in Germany.

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POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6 4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Ship & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

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6 1/4" No. 2 & wider, all widths and lengths, 15 mos. dry.....	3 cars
BIRCH	
5/4" No. 1 & Btr., all widths and lengths, 13 mos. dry.....	5 cars
6/4" No. 1 & Btr., all widths and lengths, 13 mos. dry.....	4 cars
HARD MAPLE	
10/4" No. 1 & Btr., 5" & wider, 6' & longer, 13 mos. dry.....	5 cars
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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line
For two insertions.....40c a line
For three insertions.....55c a line
For four insertions.....70c a line
Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

SITUATION WANTED

Hardwood sales manager thirty-seven years old now connected with large Memphis sawmill operation, well acquainted with trade, will consider change if attractive proposition is made. Address, Box 770, Care HARDWOOD RECORD.

WANTED—SITUATION AS BAND OR GANG

Saw filer. Fifteen years' experience as head filer. Middle age. Married. Can furnish best references. Work guaranteed. Address O. D. B., 227 Adams St., Tennille, Ga.

EMPLOYES WANTED

WANTED

A competent working foreman to take charge of door department. Please state experience, age, wages, etc., in first letter. Address, Box 768, Care THE HARDWOOD RECORD.

WANTED

Superintendent for a manufacturing concern making plywood, tops and panels, also Superintendent for a large Rotary Cut Department equipped with five lathes. Address, Box 766 Care HARDWOOD RECORD.

WANTED

Experienced timberman conversant with logging operations to work in tropics getting out mahogany logs. Good references and previous experience required. Address Box 754, care HARDWOOD RECORD.

WANTED—SALESMAN

To sell hardwoods, white pine, yellow pine, etc., in New York state for old established firm. Give full particulars regarding yourself and your experience. Address Box 748, care HARDWOOD RECORD.

WANTED

Large Northern Veneer Mill wants thoroughly experienced Veneer and Plywood Superintendent. Must be between 35 and 45 years of age. Capable of producing high-class output and handling men and production in big way. Address, Box 769, Care HARDWOOD RECORD.

ADVERTISING

Today is the best investment for the building up of business that is possible. Dividends follow advertising more surely today than ever. The Classified Department of the HARDWOOD RECORD is maintained for your benefit. Are you using it?

WANTED

An experienced Hardwood Salesman to locate in Philadelphia, Pa., and work the surrounding territory covering planing mills, retail yards and industrial consumers. Also one to make Columbus, Ohio headquarters, also one for Jamestown, N. Y., also for Detroit, Mich., either on straight salary or salary and percentage. Do not apply unless you have a good line of responsible customers, their confidence and good will. Give age and experience, also ideas of salary and after that if we are interested we will ask you for references. Only high-class producers will be considered.

AMERICAN LUMBER & MFG. CO.,
Pittsburgh, Pa.

MAHOGANY FOR SALE

FOR SALE PHILIPPINE MAHOGANY

Best quality, prompt shipment direct from mill. C. I. F. Quotations any port. ORIENT TRADING COMPANY, 518 East Pike St., Seattle, Washington.

LOGS WANTED

WE WANT TO BUY

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

WANTED

Good walnut logs 10" and up in diameter. Will inspect at shipping point and pay spot cash. J. W. FRYE LUMBER & VENEER CO., Dayton, Ohio.

BUSINESS OPPORTUNITIES

WANTED

To contract the output of our mill cutting hardwood and short leaf yellow pine to some concern to sell on a commission basis who will advance us \$10.00 per thousand as the stock is cut and put on sticks. Address Box 13, White Plains, Ga.

AN INTERESTING PROPOSITION

Having control of 20,000 acres of Virgin timber and mill in N. C. on very reasonable stumpage terms, I require \$25,000.00 capital for operating. For the use of which will pay liberally in stock of the company to be organized. Timber 60% Hardwood, balance White and Yellow Pine. Experienced in manufacturing and marketing. Address Box 761, care HARDWOOD RECORD.

LOGS FOR SALE

FOR SALE

300,000 ft. Birch in logs. Ready to start sawing under National Rules. Offered as No. 3 Common and Better. Apply P. O. Box 6, Victoriaville, Que., Canada.

PRIME BLACK WALNUT LOGS

For veneer purposes. Cable quotation to
CHR. BRUUN,
Copenhagen-Hellerup,
Denmark.

Cable Address: "Mahogany."

DIMENSION STOCK FOR SALE

FOR SALE

Clear Oak and Hickory split stock. Any dimensions. Quantity unlimited. Address R. L. DURHAM, Purdy, Ky.

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address BOX 713, care HARDWOOD RECORD.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

THIS STOCK IS AT OUR LENOX, KY., MILL

And noted for its soft texture, high grade, choice widths and lengths

Band Sawn

2 cars 4/4 No. 1 Common and Selects White Oak.
5 cars 4/4 No. 2 Common White Oak.
18 cars 4/4 Sound Wormy White Oak.
15 cars 4/4 SSE Export Oak.
5 cars 4/4 No. 2 Common Red Oak.
1 car 4/4 No. 3 Common National Poplar.
4 cars 4/4 No. 2 B Common Poplar.
9 cars 4/4 Sound Wormy Chestnut.
11 cars 4/4 No. 3 Common Chestnut.
1 car 4/4 No. 2 Common & Better Beech.
2 cars 4/4 Log Run Gum.
5 cars 6/4 No. 2 Common & Better Hickory.
3 cars 6x8x8 White Oak Ties.
2 cars 6x8x8 Red Oak Ties.
3 cars 7x9x9-16 White Oak Ties.
3 cars 7x9-16 Mixed Oak Ties.

Circular Sawn

1 car 4/4 No. 1 Common & Selects Poplar.
1 car 6/4 No. 2 Common & Better Hickory.
1 car 4/4 Sound Wormy Chestnut.
1 car 4/4 No. 3 Common Chestnut.

Ask us for prices.

AMERICAN LUMBER MFG. CO.,
Pittsburgh, Pa.

PLANTS FOR SALE

FOR SALE

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

FOR SALE

Double band Allis saw-mill, shingle and lath mill, with planing mill, all complete and in first-class operating condition; also logging equipment. Having cut out our timber holdings at Vacherie, La., where plant is located, are offering this property for sale. S. T. AL-CUS & CO., Ltd., New Orleans, La.

MACHINERY FOR SALE**FOR SALE**

2 80 H. P. Bollers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42"

FISCHER LUMBER CO. Kewanee, Mo.

TWO NEW VENEER DRYERS

For sale one four-section "Proctor" Dryer, one 25-plate "Merritt" Dryer, 96"x116"; also one new 64" Coe lathe and clipper. THE STANDARD VENEER CO., Portland, Maine.

FOR SALE

250 Dry Kiln Trucks, Channel Iron, Roller Bearing, 6'6" long, good condition, only \$6.00 each.

CHAS. N. BRAUN MACHINERY CO.,
Fort Wayne, Ind.

FOR SALE—ONE 18X42 RIGHT HAND

G. F. Nagle Corliss Engine, 250 H. P., No. 20016. In good working condition. Available for immediate shipment. Would quote attractive price to quick buyer. JULIUS BRECKWOLDT & CO., Dolgeville, N. Y.

FOR SALE

Standard dry kiln (Indianapolis) has been used for drying lumber in a kiln 20x100'. Consists of 10,000' 1" pipe, headers and 40 roller bearing trucks (iron) and 400 feet track rail. If interested, write for full description. W. H. Campbell, MICHIGAN VENEER CO., Alpena, Mich.

FOR SALE

Since discontinuing the manufacture of veneers, we are offering the following machinery for sale: One 48" Royal Invincible Sander (three drum, Berlin Machinery Co.), one knuckle joint veneer press (200 ton, belt power), three glue kettles (Francis, two with power stirrers). If interested, write for full description. MICHIGAN VENEER COMPANY, Alpena, Mich.

WE'VE GOT 'EM

No. 1 Relaying Rails and Angle Bars, for immediate shipment.

30 lb., 40 lb., 50 lb., 56 lb., 60 lb., 68 lb.,
70 lb., 80 lb., 90 lb.

Write or wire us for quotation stating tonnage and destination.

HYMANN-MICHAELS COMPANY

Peoples Gas Bldg., Chicago
New York Pittsburgh St. Louis

FOR SALE

Berlin R. H. Log Band mill, 54" wheels for 7" saws; installation plans. Good as new for service. Capacity ten to fifteen thousand feet hardwood daily. Price, \$600. Knight 3-block carriage with 3 Duplex dogs offset, 10" trucks, spring recede, double-acting set works; \$500. Heavy friction feed, \$200. Two new band saws, never used, \$200. Covell lap grinder, \$100. B. T. & B. roll, \$200. B. T. & B. Sharpener, No. 2, \$75. Leveling table, \$20. Brazing clamp, \$30. Erie Engine Works center crank engine, 11x15", good condition, \$250. POTTER, BURTON LUMBER CO., INC., Fort Ann, N. Y.

PORTABLE SKIDDER

The Powerful TOM HUSTON Portable Log Skidder. You attach it to a Fordson Tractor. The tractor drives it. The tractor carries it from place to place. Light, handy, simple and fool-proof. Weighs only 1,200 pounds. Made of solid steel throughout. So powerful that it moves the largest logs with ease and rapidity. Actual pulling strength 90,000 pounds. (Can also be used for pulling stumps and clearing land and nothing on earth equals it for this purpose.) Price only \$795. Total cost including tractor, which you secure from your local Ford dealer, approximately \$1,500. Every Skidder sold on a money-back guarantee. You pay for nothing until you see the work it does. Write us for more information.

TOM HUSTON MANUFACTURING CO.,
Columbus, Ga.

LUMBER FOR SALE**FOR SALE**

10 cars No. 1 & No. 2 Common second growth Ohio white ash, 6/4 & 8/4, 7 & 8' long dry. S. N. BROWN & CO., Dayton, Ohio.

FOR SALE FORKED LEAF WHITE OAK

Red Oak, Red Gum and Hickory. Several thousand acres in one body on railroad in southwestern Arkansas. Property in fee simple. For particulars address, Room 866, Hotel Marion, Little Rock, Arkansas.

FOR SALE

1 car No. 1 Oak Felloes—2"x23 1/2"—3' 8".
1 car No. 1 Oak Felloes—3 1/2"x3"—3' 4".
1 car No. 1 Oak Felloes—4 1/4"x3"—3' 4".
2 cars No. 1 Oak Bolsters—3 1/2"x4 1/2"—4' 2"
2 cars No. 1 Oak Bolsters—4"x5"—4' 2".
E. YOCOM LUMBER CO., Stilwell, Oklahoma

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

FOR SALE

1 car seasoned Chestnut 4-4-8', 10', 14'. Hard and softwood piling 35 to 55' long. Plain, mixed and white oak, Black Walnut, Chestnut and Hickory Logs, First Quality. Can saw from 4-4 to 8-4. Quick shipments. Send us your orders and inquiries. THOMAS & CO., Port Jervis, N. Y.

FOR SALE—CEDAR

15,000' 1" thick Flitch sawn
45,000' 1 1/4" thick Flitch sawn
42,000' 1 1/2" thick Flitch sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

FOR SALE

1 Car 1 1/2x1 1/2, 6' & 8' Clear Oak bending strips.
1 Car 2x2 3/4, 3' 4" & 3' 8" Sawed felloes.
1 Car 1 1/2x2 1/4, 3' 4" & 3' 8" Sawed felloes.
1 Car 1 1/2, 2, 2 1/4"—19, 24, 38" Dry Oak squares.
Inquiries solicited for Wagon, Implement and Furniture Dimension. Box 61, Panola, Ala.

LUMBER WANTED**WANTED TO BUY**

One or two cars 2 3/8x25 1/2x21 clear, dry black walnut squares. JOHN A. DUNN COMPANY, Gardner, Mass.

WANTED

150,000' mill run locust sawn full 7/4 f. o. b. Front Royal, Va., rate of freight. Address Box 752, care HARDWOOD RECORD.

LUMBER WANTED

We will buy hardwoods of any and every description. Wire or write us what you have with prices and description of stock. ST. JOSEPH VALLEY LUMBER CO., South Bend, Indiana.

WANTED

Beech & H. Maple squares in the rough, straight grained.
1—1/16"-42-48 and 54" long.
1—1/4" 42" long only.
Address Box 763, care HARDWOOD RECORD.

HARDWOOD RECORD

Reaches a purchasing power amongst the manufacturers and wholesale distributors of OVER 340 MILLION DOLLARS. The average rating of our hardwood sawmill operators is in excess of 320 THOUSAND DOLLARS per capita.

By advertising in this section you reach over 90% of the possibilities of this field. Therefore, your publicity matter is of the highest possible value.

TIMBER FOR SALE**TIMBER FOR SALE**

1400 Acres Black Sandy Loam. 1100 Acres Virgin Hardwood estimated to cut four million feet. 300 Acres under cultivation, 3 sets buildings, woven wire fenced for quick sale. DUNCAN CRELLIN CO., Paris, Kentucky.

TIMBER FOR SALE

5,500 acres directly on Seaboard Air Line Railway in West Florida, near line of Georgia and Alabama. Estimate 55,000,000 feet, mostly oak, gum, hickory and poplar. Price \$15.50 per acre. SMITH & MORGAN, Dothan, Ala.

DOUGLAS FIR TIMBER FOR SALE

A tract of five hundred million feet located near tide water and railroad in the State of Oregon, for immediate operation or for investment. F. W. PAYNE, 2930 Avalon Ave., Berkeley, Calif.

FOR SALE

307 Acres Timber 3 1/2 miles from Poteau, Okla., saw out 3 million feet sap gum and other hardwoods. Fine veneer proposition. Or will sell land and timber. Owners, BARNES & CAMPBELL, Poteau, Okla.

HARDWOOD TIMBER FOR SALE

Tracts of fifty-one hundred and one hundred and twenty-five million feet Gum, Oak and Poplar, Georgia and South Carolina, owned by operators who do not cut hardwood. Reasonable price and terms. Deal direct with owners. J. W. BARNES, Savannah, Ga.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

TIMBER FOR SALE

FOR SALE

Band sawmill and timber, capacity 40,000 ft. 80 Million ft. of fir, yellow pine, and sugar pine, located in Mendocino Co., California. Sawmill can be bought with or without timber. Will sell half interest to a practical lumberman who can build and operate mill. Easy terms to right party. R. K. LARSEN, 2830 E. 14th St., Oakland Calif.

FOR SALE

Wish to close a partnership, therefore offer at a bargain about 100 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. R. R. freight to Detroit about \$18 per M. Water freight not over \$6. Location is such that shipments can be made to any point on the Great Lakes. Address Jno. B. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

WANT ORDERS FOR 4/4 S. W. OAK

No. 1 Com. and Better, elegant widths and lengths; also 4/4 SSE export grade white oak; also orders for white oak timbers up to 16x16 in random lengths 16' and shorter to suit our logs already cut to length. The above stock comes from our mill at Lenox, Ky., and is noted for its soft texture. Write or wire for prices. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

FOR SALE

Fifty million feet Southern Hardwood timber, principally red gum, Modern saw mill plant, forty thousand feet daily capacity, new, completely equipped. Ample logging equipment, teams, tractors, pontoons, tow boats. Easy logging proposition. Key location for two hundred million additional timber. Favorable rates to Eastern markets. Easy terms. Address Box 760, care HARDWOOD RECORD.

FORCED TO SELL AT SACRIFICE

Timber rights covering several townships in Province of Ontario within six miles of Lake Huron—containing 75 million feet Birch, Maple, Red Oak, Black Ash and Elm, predominantly Birch, also 6 million feet Pine and 40 million feet Hemlock, Cedar, Spruce and Balsam, all the foregoing merchantable lumber in addition to 2 million ties. Limits possess valuable system of lakes and rivers emptying into Great Lakes, also complete set of camps and recently improved roads with 7 mile haul to railway for hardwood. Financial conditions only reason for present offer of sale. Communicate with NEWTON WYLIE, 1366 King Street West, Toronto, Ontario, Canada.

TIMBER LANDS WANTED

WANTED—TIMBERLANDS & INCOME PROPERTIES

Any size, anywhere. Write
CHAS. A. PHILDIUS
510 E. 120th St., New York
Cedar Rapids, Iowa

HARDWOOD RECORD

Reaches each issue a purchasing power amongst the buyers and users of hardwoods of OVER 367 MILLIONS OF DOLLARS. The average rating per subscriber amongst the wood-users is OVER 357 THOUSAND DOLLARS per capita.

If you want to reach this purchasing power send your classified ad in.

LUMBER FOR SALE

Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

4/4-16/4" ASH Nos. 2 & 3	8/4" Select & Better
BEECH	4/4" No. 1 Shop
4/4" Log Run, 40% 14' & 16', 75% No. 1 & Br.	4/4" No. 1 Common
COTTONWOOD	1" No. 2 Common
1" Box Bds., 8-17", 40%	8/4" No. 2 Common
14' & 16' Band Sawn	YELLOW CYPRESS
1" FAS Band Sawn	4/4" No. 1 Com. 1x10", 60% 11' & 16'
1" No. 1 Com. Bd. Sawn	ELM
1" Log Run, 75% No 1&B.	10/4" Log Run, 75% No. 1 & Better
BED CYPRESS	
1" Select and Better	

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY ARCADE BUILDING, ST. LOUIS, MO.

Northern Office: Lumber Exchange, Chicago Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Southern Office: Central Bank Bldg., Memphis, Tenn. Mills: Drew, Miss.; Osmeek, La.; Lake City, Fla.

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

KINDLY SEND US YOUR INQUIRIES

for

Hardwoods and White Pine

veneers FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

MISCELLANEOUS

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

Saw Mill Machinery

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

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HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., black, 4/4-5/4", 4" & wider, 6' & longer, 10 mos. dry. H. F. BELOW LBR. CO., Marinette, Wis.

NO. 1 C. & BTR., white, 4/4-16/4", reg. widths. & lgths., 10-12 mos. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

FAS, white, 6/4", 10 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C., white, 4/4, NO. 2 C. & BTR., white, 6/4, 8/4", KOSSE, SHOE & SCHLEYER CO., St. Bernard, Ohio.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 5/8-16/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 8/4, 10/4, 12/4, 16/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, white, 4/4-16/4"; NO. 1 C., white, 4/4, 5/4, 6/4"; NO. 1 C. & BTR. 8/4"; NO. 2 C., 4/4, 5/4, 6/4". E. SONDHEIMER CO., Memphis, Tenn.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. widths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., white, 4/4-16/4", on grade; FAS, white, 1x10 & up, 10/4x10 & up, 50% 12" & up. THOMPSON-KATZ LBR. CO., Memphis, Tenn.

FAS, NO. 1 C. & SEL., both 4/4", reg. widths. & lgths.; LOG RUN, 6/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

COM. & BTR., 4/4-16/4", reg. widths. & lgths., 6-10 mos. dry; NO. 1 C. 4/4-12/4", reg. widths. & lgths., 6-10 mos. dry; NO. 2 C. 4/4-10/4", reg. widths. & lgths., 6-10 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 2 C. 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., white, 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry, northern, good texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

FAS, 4/4, 8/4", good widths. & lgths., dry; NO. 2 C. & BTR. 4/4, 6/4, 8/4, 10/4", good widths. & lgths., dry; NO. 2 C. 4/4, 6/4", good widths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, Ohio.

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", 4" & wider, 6' & longer, yr. dry; NO. 2 C. & BTR., 6/4", 4" & wider, mostly 6" & wider, 6' & longer, 12 mos. dry; NO. 2 C. & BTR., 8/4", 4" & wider, (mostly 6" & wider) 6' & longer, 10 mos. dry; NO. 2 C. & BTR., (mostly NO. 1 & BTR.) 12/4", 4" & wider, 6' & longer, 10 mos. dry. H. F. BELOW LBR. CO., Marinette, Wis.

NO. 1 C. & BTR., 4/4, 5/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., NO. 2 C., NO. 3 C., all 4/4"; NO. 2 C. & BTR., 5/4"; NO. 2 C. 8/4"; SELS. & FAS, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS, NO. 1 C., NO. 2 C., all 4/4", reg. widths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C., NO. 2 C., FAS, all 4/4", reg. widths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR. 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

BEECH

NO. 1 C. & BTR., 4/4-12/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 3 C., 4/4", 4" & wider, 6-16', 5-7 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4, 12/4", 6" & wider, 6' & longer, 12 mos. dry; NO. 1 & BTR., 6/4", 4" & wider, (mostly 6" & wider) 6' & longer; NO. 1 & BTR., 8/4, 10/4", 6" & wider, 8' & longer, 10 mos. dry; NO. 1, 4/4", 5" & wider, 8' & longer, 10 mos. dry; NO. 5, 4/4", 7" & wider, 6' & longer, 10 mos. dry. H. F. BELOW LBR. CO., Marinette, Wis.

ALL GRADES, 4/4-12/4", all thicknesses.

MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. widths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. 4/4", reg. widths. & lgths., 2 yrs. dry; NO. 1 C. & BTR., 4/4-8/4", reg. widths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4, 5/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4x7 to 11 1/2", 12" & up, 2 yrs. dry; NO. 1 C. 4/4x7" & up wide, good lgths., 2 yrs. dry. FRANK T. SULLIVAN, Buffalo, N. Y.

CHESTNUT

FAS, 4/4", good widths. & lgths., dry; SD. WORMY, 4/4, 6/4, 8/4", good widths. & lgths., dry; NO. 3 C., 4/4, 5/4, 6/4, 8/4", good widths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

SD. WORMY & BTR., 5/4-8/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 25% FAS, 4/4, 6/4", good widths., 50% 14 & 16", yr. dry; SD. WORMY, 4/4", good widths., 40% 14 & 16". W. Va. band sawn, 8 mos. dry; SD. WORMY, 6/4, 8/4", good widths., 40% 14 & 16". N. C. stock, yr. dry; SD. WORMY, 4/4", good widths., 35% 14 & 16". N. C. stock, yr. dry. GEO. D. GRIFFITH & CO., Chicago, Ill.

FAS, NO. 1 C. and FAS, (pin worm holes, no defect), SD. WORMY, all 4/4", reg. widths. & lgths., dry; SD. WORMY, 5/4, 6/4", reg. widths. & lgths., dry; NO. 3 C., 4/4", reg. widths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

FAS, NO. 1 C., both 4/4", good av. widths., 50% 14 & 16", 6 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C., 5/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 & 2 C., 4/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

FAS, 4/4, 5/4, 6/4"; NO. 1 C., 4/4, 6/4"; NO. 2 C., 4/4, 6/4"; NO. 1 & 2 C., 5/4". E. SONDHEIMER CO., Memphis, Tenn.

BX. BDS, 4/4", 13-17" & 9-12", reg. lgths.; FAS, 4/4", 13" & wider & 6-12", reg. lgths.; NO. 1 C. & SEL., & NO. 2 C., both 4/4", reg. widths. & lgths.; NO. 1 C. & SEL. 5/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

FAS, SEL., both 4/4", av. width., 50% 14 & 16", 6 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

SEL. & BTR., 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 4/4", 8/4"; SEL., 4/4"; NO. 1 C., 1x4, 6, 8, 10, 12"; NO. 2 C., 1x4 to 12"; SEL. & SHOP, 6/4"; PECKY, 8/4"; NO. 1 & 2 C., 2x6"; SEL. & BTR., 10/4, 12/4, 16/4". E. SONDHEIMER CO., Memphis, Tenn.

SELS., NO. 1 SHOP, NO. 1 C., NO. 2 C., all 4/4", reg. widths. & lgths.; NO. 1 C., 4/4", 6, 8, 10", reg. lgths.; NO. 2 C., 4/4", 6, 8, 10, 12", reg. lgths.; SEL. NO. 1 SHOP, NO. 2 C., all 5/4", reg. widths. & lgths.; SELS., NO. 1 SHOP, NO. 1 C., all 6/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 8/4, 10/4, 12/4", reg. widths. & lgths., 4-6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 5/4"; NO. 3 C., 5/4"; NO. 1 C. & BTR. (10% NO. 2 C.) 12/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", reg. widths. &

lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 10/4, 12/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-12/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", reg. widths. & lgths., yr. dry; NO. 2 & BTR., 5/4", reg. widths. & lgths., 14 mos. dry; NO. 2 & BTR., 6/4", largely NO. 1 C., reg. widths. & lgths., 15 mos. dry; NO. 1 & BTR., 8/4", reg. widths. & lgths., 5 mos. dry; NO. 1 & BTR., 10/4", reg. widths. & lgths., 15 mos. dry; NO. 1 & BTR., 12/4", reg. widths. & lgths., 2 mos. dry; NO. 3, 4/4", reg. widths. & lgths., yr. dry; NO. 3, 6/4", reg. widths. & lgths., 5 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 20% NO. 2, 10/4", av. widths. & lgths., 8 mos. dry; LOG RUN, (25% NO. 2) 6/4" av. widths. & lgths., 10 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

COM. & BTR., 8/4, 10/4, 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths., dry; NO. 3 C., 4/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

ELM—ROCK

LOG RUN, 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 6/4", 4" & wider, 6' & longer, 9 mos. dry. H. F. BELOW LBR. CO., Marinette, Wis.

GUM—PLAIN RED

NO. 1 C., 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4, 5/4", av. widths., 50% 14 & 16", 6 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4". DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 4/4". JOHN HANSEN LBR. CO., 1118 Lumber Exchange Bldg., Chicago, Ill.

NO. 1 C., 4/4", av. widths. & lgths., 8 mos. dry, band sawn; FAS, 4/4", av. widths. & lgths., 6 mos. dry, band sawn. KING MILL & LBR. CO., Paducah, Ky.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

COM. & BTR., 4/4, 5/4, 6/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", 4" & wider, 10-16', 5-7 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4", reg. widths. & lgths., 4 mos. and over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 8/4". JOHN HANSEN LBR. CO., 1118 Lumber Ex. Bldg., Chicago, Ill.

COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 4/4", reg. widths. & lgths.; NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 C. & BTR., qtd. 5/4, 6/4, 8/4", reg. widths. & lgths., 4 mos. and over dry; NO. 1 C. & BTR., pl. 4/4, 5/4, 6/4", reg. widths. & lgths., 4 mos. and over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, 5/4"; NO. 1 C., 5/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4, 5/4, 6/4, 8/4", av. width., 50% 14 & 16", 6 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

FAS, pl. 6/8x6/12", 5/8x13/17"; NO. 1 C. & SEL., pl. 5/8, 3/4"; NO. 2 C., pl. 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 & BTR., pl. 5/8 to 5/4", reg. widths. & lgths.; BX BDS, 4/4", reg. widths. & lgths.

HARDWOODS FOR SALE

DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2, 4/4". JOHN HANSEN LBR. CO., Chicago, Ill.

NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

COM. & BTR., 4/4, 5/4, 6/4, 8/4"; NO. 2 C. 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 4/4", 6" & wider, 10-16', 5-7 mos. dry; NO. 1 C. 4/4", 4" & wider 10-16', 5-7 mos. dry; W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 1, 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

FAS, black, 4/4"; FAS, tupelo, 4/4". BELL-GRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd. SND, 10/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 2 TUPELO, 5/4". JOHN HANSEN LBR. CO., Chicago, Ill.

NO. 1 C. pl., 4/4", av. wdths & lgths., 10 mos. dry, band sawn. KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, ALL THICKNESSES. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., pl. & qtd. S & R, 4/4-8/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.

HICKORY

LOG RUN, pecan, 6/4. BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 12 mos. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

BARK EDGE, (fitch) 8/4", 10-16' long, 5-7 mos. dry; BARK EDGE, (fitch) 12/4", 10-16' long, green. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 2 C. & BTR., 4/4, 6/4, 7/4, 8/4". WOOD-MOSAIC CO., Louisville, Ky.

NO. 1 & 2, northern, good texture, 10/4 to 16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAGNOLIA

NO. 1 & BTR., 4/4". JOHN HANSEN LBR. CO., Chicago, Ill.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SEL. & BTR., 4/4", 6" & wider, 6' & longer, 12 mos. dry; NO. 2 4/4", 4" & wider, 6' & longer, 12 mos. dry; NO. 3, 4/4", 4" & wider, 4' & longer, yr. dry; NO. 1 & BTR. 10/4, 12/4", 6" & wider, 6' & longer, yr. dry; NO. 1 bird's-eye & curly, 5/4", 4" & wider, 6' & longer, yr. dry. H. F. BELOW LBR. CO., Marinette, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 & NO. 2 C., 4/4, 6/4; NO. 3 C., 4/4, 6/4"; NO. 2 C. & BTR., 5/4"; 75% FAS, 10/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS, with 30% SEL., 4/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 & BTR., 10/4", reg. wdths. & lgths., 10 mos. dry; NO. 2 & BTR., NO. 1 C., NO. 1 & BTR., NO. 3, all 6/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 25% COM. & SELS., 4/4", reg. wdths. & lgths., yr. dry, 5" & wider; NO. 3, 4/4", reg. wdths. & lgths., 10 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 20% NO. 2, 10/4", av. wdths. & lgths., 10 mos. dry; LOG RUN, 25% NO. 2 4/4", av. wdths. & lgths., 10 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 12/4. THOMPSON-KATZ LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C., NO. 2 C., both 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 & 2, 4/4", av. width, 50% 14 & 16", yr. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 & BTR., 4/4-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 3/8, 1/2"; NO. 2 C. & BTR., 8/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 1/2-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", 4" & wider, 10 to 16', 5-7 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 1 C., 4/4", reg. wdths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C. & BTR., 5/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.

NO. 1 C. & SELS., 8/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 3/4 & 5/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3, 4/4, reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C., 4/4, 5/4, reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C., 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

LOG RUN, 4/4-6/4". KRAETZER CURED LUMBER CO., Charleston, Miss.

ALL GRADES, 1/2-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., NO. 2 C., both 4/4. WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 5/8-6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 1/2, 5/8". KOSSE-SHOE & SCHLEYER CO., St. Bernard, O.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 1/2-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 4/4, 5/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 4/4, 6" & wider, 10-16', 5-7 mos. dry; NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", 4" & wider, 10-16', 5-7 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

FAS, 4/4, 5/4", reg. wdths. & lgths., dry; SELS., SD. WORMY, NO. 3 C., NO. 2 C., all 4/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C., 5/8, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 5/8-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 4/4". JOHN HANSEN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 3/8"; NO. 1 C., 1/2, 6/4"; NO. 2 C. & BTR., 5/8, 3/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

ALL GRADES, 1/2-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 4/4, 5/4, 6/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C., 4/4" reg. wdths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

FAS, 4/4"; NO. 1 C., 1/2, 3/4, 4/4"; COM. & BTR., 3/8"; CLEAR STRIPS, SND, 4/4x2-3 1/2". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 3/4; NO. 1 C., 4/4, 5/4; NO. 2 C., 4/4"; CLEAR STRIPS, 4/4", 2 1/2-5 1/2"; NO. 1 C., strips, 4/4", 2 1/2-5 1/2". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 1 C. & SELS., 4/4, 5/4, 8/4", good wdths. & lgths., dry; SD. WORMY, 4/4, 8/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., pl., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.

SD. WORMY, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C., mixed R. & W., 8/4", av. wdths. & lgths., 10 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C., R. & W., 4/4", 4" & wider, 6 & 8', 5-7 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 2 C. & B., pl. & qtd., R. & W., 4/4 & 5/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.

NO. 1 C. & B., pl., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

PINE

NO. 1 & 2, 8/4", Norway, 4" & wider, 6-16, 8 mos. dry. H. F. BELOW LBR. CO., Marinette, Wis.

POPLAR

SAPS, 4/4", 7-9", reg. lgths., dry; NO. 1 C., NO. 3 C., both 4/4", reg. wdths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CLEAR SAP, 5/8 & 4/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 4/4, 8/4", reg. wdths. & lgths.; NO. 2 A. & B. COM., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Memphis, Tenn.

WALNUT

ALL GRADES, 5/8-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4/4", 6-10", 6 & 7', 8 mos. dry; FAS, 4/4", 10" and up, 6 & 7', 8 mos. dry; FAS, 4/4", 6-10", 8 & 9", 10 mos. dry; FAS, 4/4", 6-10", 8-16", 6 mos. dry; FAS, 4/4", 10/4", 6-10", 8-16", 8 mos. dry; FAS, 5/4", 6-10", 6 & 7', 6 mos. dry; FAS, 5/4", 6-10", 8-16", 8 mos. dry; FAS, 6/4", 6-10", 6 & 7', 6-10 mos. dry; FAS, 6/4", 6-10" & 10" & up, 8-16", 8 mos. dry; FAS, 8/4", 6-10", 8-16", 8 mos. dry; FAS, 8/4", 10/4", 10" & up, 8-16", 10 mos. dry; FAS, 12/4", 6-10" and 10" & up, 8-16", 15 mos. dry; NO. 1 C., 5/8", 5/4", 8/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 4/4, 6/4", reg. wdths. & lgths., 6-10 mos. dry; SEL., 4/4", reg. wdths. & lgths., 6 mos. dry; SEL., 5/4", 8/4", reg. wdths. & lgths., 8 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 5/4", 8/4", reg. wdths. & lgths., 6-10 mos. dry; NO. 2 C., 6/4", 8/4", reg. wdths. & lgths., 8 mos. dry; SEL., 6/4", reg. wdths. & lgths., 10 mos. dry. FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

FAS, 4/4x8 to 1 1/2"-12" & up wide, 2 yrs. dry. FRANK T. SULLIVAN, Buffalo, N. Y.

NO. 1 C. & BTR., 1/2, 5/8"; FAS, 4/4, 5/4,

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 76)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-12) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD,
WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 14) 150,000 ft. 4 1 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO. **OHIO**
Manufacturer, Greenfield,

(*See page 10)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 76)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 76)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer **Jerome, ARKANSAS**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 11)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO. **MISSISSIPPI**
Manufacturer, Charleston,

(*See page 76)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 16)
Manufacturers of Hardwood Lumber and
The Mowbray & Robinson Company
Cincinnati, Ohio

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 47)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 1)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 1)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 13)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 29)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 1)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1291

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 71)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 1)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer **Seymour, INDIANA**

(*See page 15)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tachudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 60)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 45)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 76)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M 70M 200M
4/4..No. 2 & Bet. 6/4..No. 2 & Bet. 6/4..No. 3 Com.
SEND US YOUR INQUIRIES

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

HARDWOODS FOR SALE

6 1/2" x 1" NO. 1 C. 1" x 1" x 1" SELS.
4 1/4, 5 1/4, 6 1/4, 8 1/4 NO. 2 C. 1 1/2" WOOD-
MOSAIC CO., INC., 111 N. K. St., Chicago, Ill.

MISCELLANEOUS DIMENSION STOCK OAK

QTD. RED, 1 1/2" x 6" x 12" & 1 1/2" x 12" x 6"
QTD. WHITE, 1 1/2" x 6" x 12" & 1 1/2" x 12" x 6"
CLEAR, 1 1/2" x 6" x 12" & 1 1/2" x 12" x 6"
3 1/2" x 10", 1 1/2" x 12" & 1 1/2" x 12" x 6"
Memphis, Tenn.

LATH

Pine, hemlock, basswood, etc. H. F. Foley
Lbr. Co., Marinette, Wis.

VENEER—FACE BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO
MILL & LBR. CO., Chicago, Ill.
1 1/2", 12-30", 62-96". GEO. L. WAETJEN & CO.,
Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98". LOG RUN,
1/20", 6-36", 50-92". CHICAGO MILL & LBR.
CO., Chicago, Ill.

SHEET STOCK, 1 1/8", 6-36", 62-96", 1/16,
12-30", 62-96", 1/20, 12-30", 62-96", 1 1/8", all
clear, 12-30, 86-96". SHEET STOCK, red, 1/8",
12-30", 86-96". GEO. L. WAETJEN & CO.,
Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle
bundled; SHEET STOCK, 3 1/2", 6-36", 38-98",
shingle bundled; SHEET STOCK, 1 1/8", 6-36",
50-98"; SHEET STOCK, 1 1/8", 6-36", 44-98";
SHEET STOCK, 1/20", 6-36", 50-98". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16,
6-36", 50-92"; SHEET STOCK, 1 20", 6-36",
19-98". CHICAGO MILL & LBR. CO., Chicago,
Ill.

1/8, red, 6-30, 72-96". GEO. L. WAETJEN &
CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1 20", 6-36", 78-98". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN,
1 20", 6-36", 19-96". CHICAGO MILL & LBR.
CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1 1/8", 6-36", 38-98";
SHEET STOCK, red, 1 20", 6-36", 38-96";
SHEET STOCK, white, 1 1/8", 6-36", 44-98";
SHEET STOCK, 1 20", 6-36", 38-96". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.

COM. & BTR. SD. WORMY, 1 1/2", reg. widths,
& laths; CORE STOCK, 1 1/2", log. widths, &
laths. LAMB-FISH HARDW. CO., Charleston,
W. Va.

OAK

NORTHERN RED, 1 1/8", 6-36", 86-96", 1 1/8"
sawn northern, 10-13", 1 1/8" x 120". WHITE
NORTHERN, 1/8", 6-36", 62-96"; CORE STOCK,
1 1/8", 8-30", 62-96". QTD. SAWN WHITE, 1 1/8",
6-12", 19" & longer. QTD. SAWN WHITE, 1 1/8",
6-12", 10" & longer. GEO. L. WAETJEN & CO.,
Milwaukee, Wis.

QTD. SAWN. WOOD-MOSAIC CO., INC.,
Louisville, Ky.

PINE

SHEET STOCK, yellow, 1 1/8", 6-36", 38-80";
1 1/16", yellow, 6-36", 38-98". CHICAGO MILL
& LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG
RUN, 1 1/16", 6-36", 74-86"; SHEET STOCK,
1 20", 6-36", 50-92". CHICAGO MILL & LBR.
CO., Chicago, Ill.

WALNUT

HALF ROUND & ROTARY CUT, SLICED;
also BUTTS. THE FREIBERG MAHOGANY
CO., Cincinnati, O.

1/20-1/4". HOFFMAN BROS. CO., Ft. Wayne,
Ind.

EVERYTHING in walnut veneers. Butts,
sliced, half round, rotary cut. WILLIAMSON
VENEER CO., Mills, Baltimore, Md. Sales
Branches: 28 E. Jackson Blvd., Chicago; 41st
& 6th Ave., New York, N. Y.; High Point,
N. C.; Jamestown, N. Y.

SLICED. WOOD-MOSAIC CO., INC., Louis-
ville, Ky.

CROSS BANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

PANELS AND TOPS BIRCH

THREE PLY, 1/4x24x48, G2S; FIVE PLY,
3/4x36x72, G1S, 3/4x24x72, G2S, 3/4x30x72, G2S.
HANSON-WARD VENEER CO., Bay City,
Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S,
1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-
WARD VENEER CO., Bay City, Mich.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S,
3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HAN-
SON-WARD VENEER CO., Bay City, Mich.
QTD. FIG., any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S,
1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-
WARD VENEER CO., Bay City, Mich.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S,
1/4x36x72, 1S, 3/4x36x72, 1S, 1/4x24x60, 2S, 3/4x30x
60, 2S, 3/4x24x72, 2S, 3/4x30x72, 2S; PLAIN
WHITE, FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S,
3/4x24x72, 2S, 3/4x30x72, 2S; QTD. WHITE OAK,
FIVE PLY, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72,
2S. HANSON-WARD VENEER CO., Bay
City, Mich.

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S,
3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD
VENEER CO., Bay City, Mich.

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally
Tickets for triplicate, duplicate or single tallies—a score
of forms to choose from. They are the latest and best. En-
dorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD

CHICAGO

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

We Offer for Prompt Shipment

— DRY —

MAPLE		BEECH	
4/4" No. 1 C&B Qtd...	14,000'	6/4" No. 2 C&B.....	153,000'
4, 5, 6 & 8/4" Birdseye	4,000'	BASSWOOD	
5/4" No. 1 C&B Qtd...	5,000'	4/4" No. 2 C&B.....	33,000'
5/4" No. 1 C&B End Dried		4/4" No. 3 Common...	19,000'
White	3,000'	BIRCH	
6/4" No. 1 C&B End Dried		4/4" No. 2 C&B.....	116,000'
White	500,000'	4/4" No. 2 Common...	16,000'
6/4" No. 2 C&B Soft...	50,000'	SOFT ELM	
10/4" FAS Hard	12,000'	4/4" No. 2 C&B.....	26,000'
MAPLE AND BEECH		12/4" No. 2 C&B.....	20,000'
4/4" No. 3 Common....	57,000'	4/4" No. 3 C&B.....	OAK
5/4" No. 3 Common....	45,000'	4/4" No. 3 C&B.....	CHERRY
6/4" No. 3 Common....	310,000'		
6/4" No. 3 Common....	181,000'		
5/8" No. 2 Common....	102,000'		

EAST JORDAN LUMBER CO.
EAST JORDAN, MICH.

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*



**On the
SAWYER**

depends the get-
ting out of lum-
ber at least cost.

Give him a

**SOULE
STEAM-FEED**

and he will cut
more lumber
with the same
payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS

Box 352

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Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

Lucas E. Moore Stave Company

MANUFACTURERS and WHOLESALERS
of all kinds of
*Southern
Hardwood Lumber*

SPECIALTIES

RED and SAP GUM
TUPELO or BAY POPLAR
FIRM TEXTURE WHITE ASH

Mills and Dry Kilns
MOBILE, ALABAMA

Sales Office: New Orleans, La.

A CREDIT BUSINESS

Perfectly Good by
Consulting the

RED BOOK

Contains Names
and Ratings of

All Who Buy and Sell Lumber in Any Form

SUCCESSFUL COLLECTION DEPARTMENT TOO
Write for terms and particulars

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO NEW YORK

Von Platen-Fox Company

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

BIRCH

5/4" No. 1 Com. & Btr 50,000
4/4" No. 3 Common 100,000
8/4" No. 3 Common 35,000
6/4" No. 2 Common 70,000

6 1/4" No. 1 Common 150,000

MAPLE

5 1/4" No. 1 Com. & Btr 200,000
6 1/4" No. 1 & 2 Common 400,000
12/4" Com. & Btr 200,000

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

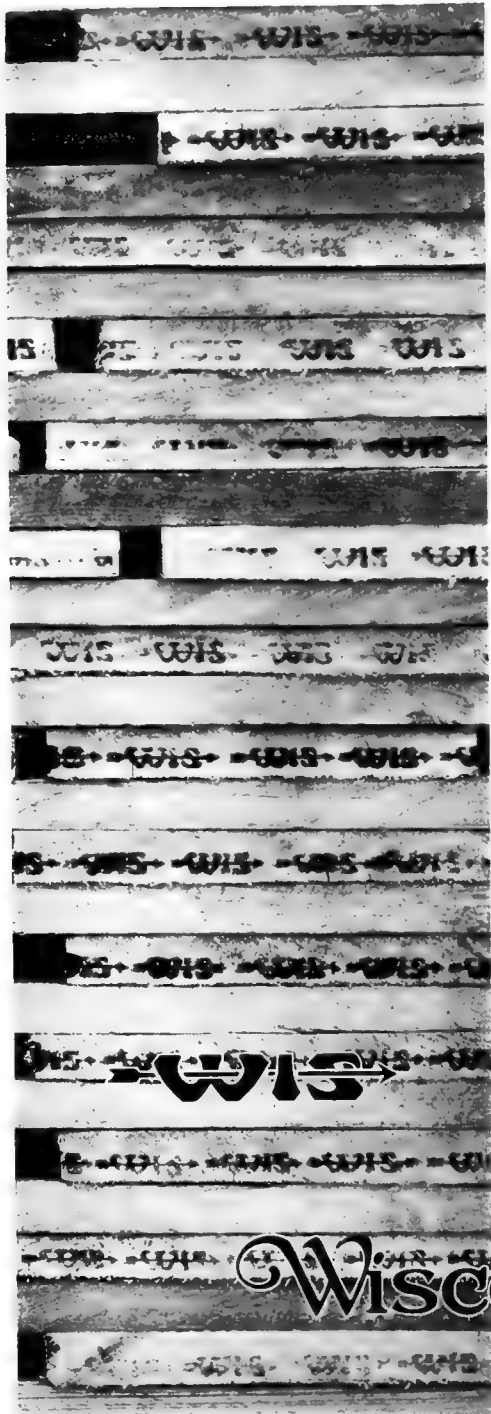
J. RAYNER CO. INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MADAGANY LUMBER
1000 N. AVE. AND SHELDON ST.
CHICAGO



Our Lumber is Good Enough to Brand—Every Board

There is no "passing the buck." Each grade contains all the cream—not a board picked out. If perfect manufacture and perfect handling mean anything to you, our copyrighted brand is our bond on all grades and species of *Southern Hardwoods*. Every shipment is on guaranteed inspection—you take no chance.

Our unique stock list is helpful in selecting your requirements, giving full description of all items—send for it.

BAND MILLS. DEERING, MO.

Wisconsin Lumber Co.
Chicago, Ill.

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**

Quartered Oak

Chestnut **Basswood**

Oak Flooring

Coal Grove, Ohio, U. S. A.

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

**MILLER
LUMBER
CO.**

Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity



Hardwood Record

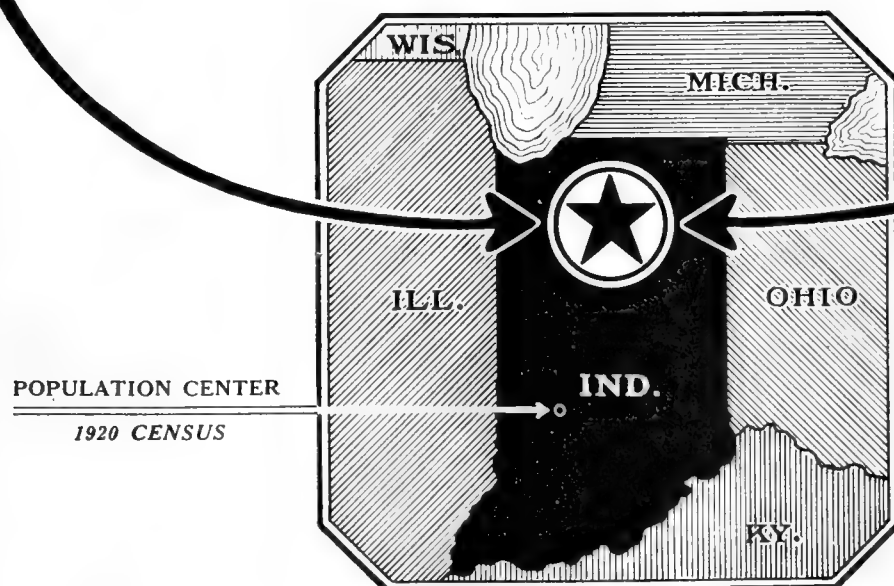
Semi-Monthly
Twenty-Sixth Year

337 SOUTH DEARBORN STREET
CHICAGO, MAY 25, 1921

Subscription \$2.
Vol. LI, No. 3

South Bend-Ind. *Center of Lumber Population*

JUST as Indiana has contained the centre of population for the last two censuses, so South Bend has held unquestioned right to its claim as the most central and conveniently located big hardwood market. Its five trunk line railroads, its accessibility to all hardwood buying sections and mill districts have caused many well known hardwood firms to locate here. South Bend firms handle well over 200,000,000 feet of all kinds of hardwoods annually and are unvariably of high standing in the industry. Buyers and mill men can learn many more facts of interest and value to them by writing



*Are You Using This Big Lumber
Market? Investigate!*

HARDWOODS AND PATTERN LUMBER

MILLIONS OF FEET OF DRY STOCK
FOR IMMEDIATE SHIPMENT

J. Gibson McIlvain Company

Manufacturers—Wholesalers

Philadelphia, Pa.

ESTABLISHED 1798

INCORPORATED 1920

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company**
MARINETTE

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

4/4 No. 1 Common Basswood..500M
4/4 No. 2 Common Basswood..300M
5/4 No. 1 Common Basswood..300M
5/4 No. 2 Common Basswood..100M
8/4 No. 2 & Btr. Hard Maple..500M
10/4 No. 2 & Btr. Hard Maple..300M
12/4 No. 2 & Btr. Hard Maple..100M
14/4 No. 2 & Btr. Hard Maple.. 50M
16/4 No. 2 & Btr. Hard Maple.. 50M

**Sawyer-Goodman
Company**
MARINETTE

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over



A Service That Is Worth Your Attention

Few Northern operators are as well equipped as we are to handle large yard and industrial requisitions. Our five band mills, cutting 100,000,000 feet annually of Hardwoods, Pine and Hemlock—in addition to our complete planing mill facilities—enable us to handle your every requirement in Northern woods.

The personnel of our organization has been chosen for unusual practical experience. These points count strongly to the discriminating buyer who wants something quickly. We can always cut special orders in Hardwoods or Hemlock dimensions. Our specialty is the famous Shawano County Hard Maple up to three inches in thickness, and hearts and skid stock for the industrial trade.

WHILE PRESENT ORDERS ARE AS A RULE
SMALL THEY WILL SERVE WELL FOR A
TRIAL OF OURS. TALK WITH YOU

buy from fish

WE OFFER THE FOLLOWING DRY STOCK

BIRCH

(No. 1C & Better)

5 1/4" x 10" & wider 2 cars
(No. 1 and Better)

6 1/4" No. 2 & Better 3 cars

8 1/4" No. 2 & Better 3 cars

10 1/4" No. 1 & Better 2 cars

12 1/4" No. 1 & Better 2 cars

MAPLE

6 1/4" No. 2 & Better 3 cars

8 1/4" No. 2 & Better 3 cars

12 1/4" No. 1 & Better 3 cars

SOFT ELM

6 1/4" No. 2 & Better 2 cars

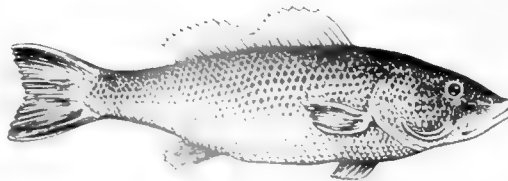
8 1/4" No. 1 & Better 3 cars

10 1/4" No. 1 & Better 2 cars

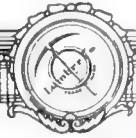
Complete assortment of dry, Merchantable
Hemlock. Can ship straight or sawed
milled to order.

Branch Offices

**CHICAGO ROCKFORD
GRAND RAPIDS**



CHARLES W. FISH LUMBER COMPANY, ELCHO, WISCONSIN



Pride in the Product

is a factor to which buyers of Hardwoods are justly entitled — and which they should seek.

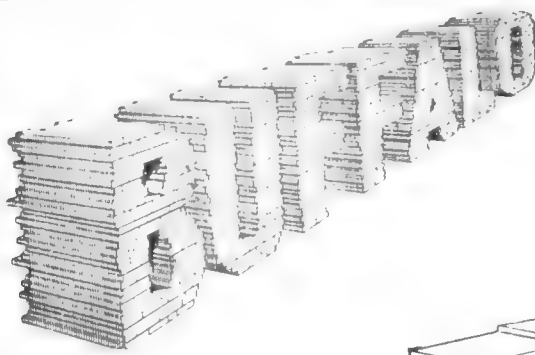
Well-founded pride, in a practical lumber sense, must have behind it long experience in timber selection and expert manufacture conducted according to high and proven standards.

PICKERING SOUTHERN HARDWOODS

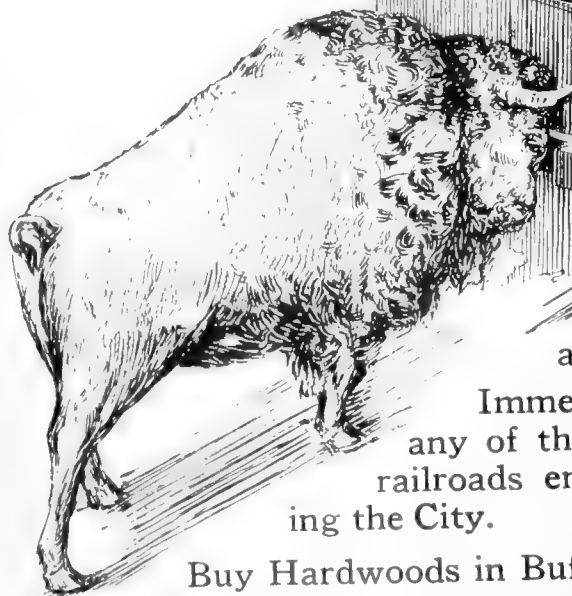
are produced strictly in accordance with these principles. They are offered with just pride and marketed with the thorough confidence that they supply the maximum in quality and satisfaction.

We are ready to quote on forked leaf White Oak, Red Oak, Gum and other Hardwoods. Will you write or shall we send our representative?

W. R. PICKERING LUMBER COMPANY
KANSAS CITY, U. S. A.



FOR HARDWOODS



**Do you
want prompt
shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

Buy Hardwoods in Buffalo

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH
NIAGARA—CORNER ARTHUR

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Est. 56 Years Rail or Cargo Shipments

G. ELIAS & BRO., Inc.

HAVE LARGE, DRY STOCK CHERRY, 1" TO 4", ALL GRADES
Also all other Hardwoods, White Pine, etc.
ESTABLISHED 1881
965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut
1100 SENECA STREET

YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS
932 ELK STREET

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods
Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

ATLANTIC LUMBER CO.
HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

MILLER, STURM AND MILLER
HARDWOODS OF ALL KINDS

1142 SENECA STREET

HUGH McLEAN LUMBER CO.
Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Buffalo Hardwood Lumber Company
J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.
We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT

1333 CLINTON STREET

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER

VENEERS



MEMPHIS

Specializing in

Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

1 1/2" F&S	6 mos. dry	87,000*
1 1/2" No. 1 Common & Selects	6 mos. dry	164,000*
2 1/2" F&S	5 mos. dry	30,000*
2 1/2" No. 1 Common & Selects	5 mos. dry	83,000*
3 1/2" F&S	6 mos. dry	48,000*
3 1/2" No. 1 Common & Selects	6 mos. dry	94,000*
4 1/2" F&S	7 mos. dry	63,000*
4 1/2" No. 1 Common & Selects	7 mos. dry	137,000*
5 1/2" F&S	6 mos. dry	33,000*
5 1/2" No. 1 Common & Selects	6 mos. dry	81,000*
6 1/2" No. 1 Common & Selects	8 mos. dry	64,000*

The Mossman Lumber Co., Inc.

ASH	50,000*
4 1/2" No. 1 L. R.	17,000*
COTTONWOOD	17,000*
4 1/2" Log Run	15,000*
CYPRESS	50,000*
6 1/2" Shed & Btr.	70,000*
4 1/2" Com. & Btr.	15,000*
ELM	15,000*
4 1/2" Log Run	15,000*
PLAIN RED GUM	35,000*
4 1/2" No. 1 Common	16,000*
PLAIN SAP GUM	10,000*
4 1/2" No. 1 Common	1,000,000*
4 1/2" No. 2 Common	75,000*
4 1/2" No. 3 Common	30,000*
4 1/2" Log Run	15,000*
QUARTERED RED GUM	100,000*
4 1/2" No. 1 Common	100,000*

5 1/2" No. 1 Common	28,000*
8 1/2" No. 1 Com. & Btr.	50,000*
QUARTERED SAP GUM	80,000*
1 1/2" No. 1 Common	12,000*
5 1/2" No. 1 Common	100,000*
5 1/2" No. 1 Common	40,000*
8 1/2" No. 1 Com. & Btr.	130,000*

SOFT MAPLE	30,000*
1 1/2" Log Run	70,000*
PLAIN RED AND WHITE OAK	1,000,000*
(Kind, Grade and Thickness Piled Separately)	
3/4" 4/4" 5/4" No. 3 Com.	
& Better	1,000,000*
QTID. RED AND WHITE OAK	235,000*
4 1/2" No. 2 Com. & Btr.	235,000*
TUPELO	44,000*
1 1/2" Log Run	44,000*

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

SERVICE

BASED ON PERSONAL ATTENTION

Having been associated with all phases of southern hardwood production and handling for many years, I am pleased to offer to careful buyers a personal service of unique and distinctive character. Address your inquiries to me personally.

D. S. WATROUS

805-6 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*

PLAIN OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

QUARTERED RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

QUARTERED SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

Bellgrade Lumber Co.

QUARTERED RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

QUARTERED RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN WHITE OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

QUARTERED WHITE OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

QUARTERED RED GUM

PLAIN RED OAK

QUARTERED RED OAK

PLAIN WHITE OAK

QUARTERED WHITE OAK

SOFT ELM

PECAN

BIRCH

Pritchard-Wheeler Lbr. Co.
BAND MILLS: Madison, Ark.; Wisner, La.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

QUARTERED WHITE OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

QUARTERED RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN WHITE OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN MIXED OAK	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

QUARTERED RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN RED GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

QUARTERED SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

PLAIN SAP GUM	1,000*
1 1/2" No. 1 Common	1,000*
1 1/2" No. 2 Common	1,000*
1 1/2" No. 3 Common	1,000*

"Will Quote Attractive Prices Upon Request"

Dudley Lumber Company

HARDWOODS

MEMPHIS

WHITE ASH		
1x10" up Sel. & Btr.	10,000'	
1" No. 1 Com.	24,000'	
1" No. 2 Com.	75,000'	
1 1/2" No. 1 Com.	12,000'	
1 1/2" No. 2 Com.	12,000'	
1 1/2" No. 3 Com.	12,000'	
1 1/2" No. 4 Com.	12,000'	
1 1/2" No. 5 Com.	12,000'	
1 1/2" No. 6 Com.	12,000'	
1 1/2" No. 7 Com.	12,000'	
1 1/2" No. 8 Com.	12,000'	
1 1/2" No. 9 Com.	12,000'	
1 1/2" No. 10 Com.	12,000'	
1 1/2" No. 11 Com.	12,000'	
1 1/2" No. 12 Com.	12,000'	
1 1/2" No. 13 Com.	12,000'	
1 1/2" No. 14 Com.	12,000'	
1 1/2" No. 15 Com.	12,000'	
1 1/2" No. 16 Com.	12,000'	
1 1/2" No. 17 Com.	12,000'	
1 1/2" No. 18 Com.	12,000'	
1 1/2" No. 19 Com.	12,000'	
1 1/2" No. 20 Com.	12,000'	
1 1/2" No. 21 Com.	12,000'	
1 1/2" No. 22 Com.	12,000'	
1 1/2" No. 23 Com.	12,000'	
1 1/2" No. 24 Com.	12,000'	
1 1/2" No. 25 Com.	12,000'	
1 1/2" No. 26 Com.	12,000'	
1 1/2" No. 27 Com.	12,000'	
1 1/2" No. 28 Com.	12,000'	
1 1/2" No. 29 Com.	12,000'	
1 1/2" No. 30 Com.	12,000'	

MISCELLANEOUS		
1 1/2" No. 1 Com.	12,000'	
1 1/2" No. 2 Com.	12,000'	
1 1/2" No. 3 Com.	12,000'	
1 1/2" No. 4 Com.	12,000'	
1 1/2" No. 5 Com.	12,000'	
1 1/2" No. 6 Com.	12,000'	
1 1/2" No. 7 Com.	12,000'	
1 1/2" No. 8 Com.	12,000'	
1 1/2" No. 9 Com.	12,000'	
1 1/2" No. 10 Com.	12,000'	
1 1/2" No. 11 Com.	12,000'	
1 1/2" No. 12 Com.	12,000'	
1 1/2" No. 13 Com.	12,000'	
1 1/2" No. 14 Com.	12,000'	
1 1/2" No. 15 Com.	12,000'	
1 1/2" No. 16 Com.	12,000'	
1 1/2" No. 17 Com.	12,000'	
1 1/2" No. 18 Com.	12,000'	
1 1/2" No. 19 Com.	12,000'	
1 1/2" No. 20 Com.	12,000'	
1 1/2" No. 21 Com.	12,000'	
1 1/2" No. 22 Com.	12,000'	
1 1/2" No. 23 Com.	12,000'	
1 1/2" No. 24 Com.	12,000'	
1 1/2" No. 25 Com.	12,000'	
1 1/2" No. 26 Com.	12,000'	
1 1/2" No. 27 Com.	12,000'	
1 1/2" No. 28 Com.	12,000'	
1 1/2" No. 29 Com.	12,000'	
1 1/2" No. 30 Com.	12,000'	

WHITE ASH

WHITE ASH		
1 1/2" No. 1 Com.	12,000'	
1 1/2" No. 2 Com.	12,000'	
1 1/2" No. 3 Com.	12,000'	
1 1/2" No. 4 Com.	12,000'	
1 1/2" No. 5 Com.	12,000'	
1 1/2" No. 6 Com.	12,000'	
1 1/2" No. 7 Com.	12,000'	
1 1/2" No. 8 Com.	12,000'	
1 1/2" No. 9 Com.	12,000'	
1 1/2" No. 10 Com.	12,000'	
1 1/2" No. 11 Com.	12,000'	
1 1/2" No. 12 Com.	12,000'	
1 1/2" No. 13 Com.	12,000'	
1 1/2" No. 14 Com.	12,000'	
1 1/2" No. 15 Com.	12,000'	
1 1/2" No. 16 Com.	12,000'	
1 1/2" No. 17 Com.	12,000'	
1 1/2" No. 18 Com.	12,000'	
1 1/2" No. 19 Com.	12,000'	
1 1/2" No. 20 Com.	12,000'	
1 1/2" No. 21 Com.	12,000'	
1 1/2" No. 22 Com.	12,000'	
1 1/2" No. 23 Com.	12,000'	
1 1/2" No. 24 Com.	12,000'	
1 1/2" No. 25 Com.	12,000'	
1 1/2" No. 26 Com.	12,000'	
1 1/2" No. 27 Com.	12,000'	
1 1/2" No. 28 Com.	12,000'	
1 1/2" No. 29 Com.	12,000'	
1 1/2" No. 30 Com.	12,000'	

White Ash Our Specialty

Thompson-Katz Lumber Co.

John M. Woods Lumber Co.

ASH		
1 1/2" No. 1 Com.	12,000'	
1 1/2" No. 2 Com.	12,000'	
1 1/2" No. 3 Com.	12,000'	
1 1/2" No. 4 Com.	12,000'	
1 1/2" No. 5 Com.	12,000'	
1 1/2" No. 6 Com.	12,000'	
1 1/2" No. 7 Com.	12,000'	
1 1/2" No. 8 Com.	12,000'	
1 1/2" No. 9 Com.	12,000'	
1 1/2" No. 10 Com.	12,000'	
1 1/2" No. 11 Com.	12,000'	
1 1/2" No. 12 Com.	12,000'	
1 1/2" No. 13 Com.	12,000'	
1 1/2" No. 14 Com.	12,000'	
1 1/2" No. 15 Com.	12,000'	
1 1/2" No. 16 Com.	12,000'	
1 1/2" No. 17 Com.	12,000'	
1 1/2" No. 18 Com.	12,000'	
1 1/2" No. 19 Com.	12,000'	
1 1/2" No. 20 Com.	12,000'	
1 1/2" No. 21 Com.	12,000'	
1 1/2" No. 22 Com.	12,000'	
1 1/2" No. 23 Com.	12,000'	
1 1/2" No. 24 Com.	12,000'	
1 1/2" No. 25 Com.	12,000'	
1 1/2" No. 26 Com.	12,000'	
1 1/2" No. 27 Com.	12,000'	
1 1/2" No. 28 Com.	12,000'	
1 1/2" No. 29 Com.	12,000'	
1 1/2" No. 30 Com.	12,000'	

We Specialize in Mixed Car Oak
Regular Widths and Lengths

ASH		
1 1/2" No. 1 Com.	12,000'	
1 1/2" No. 2 Com.	12,000'	
1 1/2" No. 3 Com.	12,000'	
1 1/2" No. 4 Com.	12,000'	
1 1/2" No. 5 Com.	12,000'	
1 1/2" No. 6 Com.	12,000'	
1 1/2" No. 7 Com.	12,000'	
1 1/2" No. 8 Com.	12,000'	
1 1/2" No. 9 Com.	12,000'	
1 1/2" No. 10 Com.	12,000'	
1 1/2" No. 11 Com.	12,000'	
1 1/2" No. 12 Com.	12,000'	
1 1/2" No. 13 Com.	12,000'	
1 1/2" No. 14 Com.	12,000'	
1 1/2" No. 15 Com.	12,000'	
1 1/2" No. 16 Com.	12,000'	
1 1/2" No. 17 Com.	12,000'	
1 1/2" No. 18 Com.	12,000'	
1 1/2" No. 19 Com.	12,000'	
1 1/2" No. 20 Com.	12,000'	
1 1/2" No. 21 Com.	12,000'	
1 1/2" No. 22 Com.	12,000'	
1 1/2" No. 23 Com.	12,000'	
1 1/2" No. 24 Com.	12,000'	
1 1/2" No. 25 Com.	12,000'	
1 1/2" No. 26 Com.	12,000'	
1 1/2" No. 27 Com.	12,000'	
1 1/2" No. 28 Com.	12,000'	
1 1/2" No. 29 Com.	12,000'	
1 1/2" No. 30 Com.	12,000'	

Welsh Lumber Company

Ferguson & Palmer Company

MILL AT
BYNG, MISS.F. W. DUGAN
J. R. COLLINSDUGAN LUMBER
COMPANY

Manufacturers and Shippers

Domestic and Export
Hardwood Lumber

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

C. B. COLBORN
SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCKMy Specialty Is Dimension
Lumber for Manufacturers
OFWAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL
Standard sizes on hand for prompt shipment. Special items
cut to order.

438 RANDOLPH BUILDING

ASH		
1 1/2" No. 1 Com.	12,000'	
1 1/2" No. 2 Com.	12,000'	
1 1/2" No. 3 Com.	12,000'	
1 1/2" No. 4 Com.	12,000'	
1 1/2" No. 5 Com.	12,000'	
1 1/2" No. 6 Com.	12,000'	
1 1/2" No. 7 Com.	12,000'	
1 1/2" No. 8 Com.	12,000'	
1 1/2" No. 9 Com.	12,000'	
1 1/2" No. 10 Com.	12,000'	
1 1/2" No. 11 Com.	12,000'	
1 1/2" No. 12 Com.	12,000'	
1 1/2" No. 13 Com.	12,000'	
1 1/2" No. 14 Com.	12,000'	
1 1/2" No. 15 Com.	12,000'	
1 1/2" No. 16 Com.	12,000'	
1 1/2" No. 17 Com.	12,000'	
1 1/2" No. 18 Com.	12,000'	
1 1/2" No. 19 Com.	12,000'	
1 1/2" No. 20 Com.	12,000'	
1 1/2" No. 21 Com.	12,000'	
1 1/2" No. 22 Com.	12,000'	
1 1/2" No. 23 Com.	12,000'	
1 1/2" No. 24 Com.	12,000'	
1 1/2" No. 25 Com.	12,000'	
1 1/2" No. 26 Com.	12,000'	
1 1/2" No. 27 Com.	12,000'	
1 1/2" No. 28 Com.	12,000'	
1 1/2" No. 29 Com.	12,000'	
1 1/2" No. 30 Com.	12,000'	

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

PLAIN RED GUM	
1/4" No. 1 C. & B. 6 mo.	15,000'
6/12" No. 1 C. & B. 6 mo.	45,000'
1/4" No. 1 Com. 6 mo.	75,000'
QUARTERED RED GUM S&D	
1/4" C. & B. 1 mo.	50,000'
1/4" C. & B. 1 mo.	75,000'
8/12" C. & B. 6 mo.	100,000'
PLAIN SAP GUM	
1/4" No. 1 Com. 6 mo.	75,000'
1/4" No. 1 Com. 6 mo.	100,000'
7/8" FAS. 6 mo.	30,000'
1/4" C. & B. 6 mo.	50,000'
SOFT MAPLE	
6/12" L. R. 6 mo.	35,000'
8/12" L. R. 6 mo.	45,000'
1/4" L. R. 6 mo.	50,000'
QUARTERED WHITE OAK	
1/4" No. 1 A & 2 C. 6 mo.	15,000'
PLAIN RED OAK	
1/4" No. 1 Com. 6 mo.	100,000'
5/4" No. 1 Com. 6 mo.	200,000'
5/4" No. 1 Com. 6 mo.	75,000'
PLAIN WHITE OAK	
6/12" No. 1 Com. 6 mo.	15,000'

Johnson Bros. Hardwood Co.

QUARTERED RED GUM	
6/12" No. 1 Common	18,000'
QUARTERED SAP GUM	
8/12" FAS.	12,300'
8/12" No. 1 Common	25,000'
PLAIN SAP GUM	
5/4" FAS.	9,300'
4/12" No. 1 Common	67,000'
5/4" No. 1 Common	28,000'
PLAIN RED OAK	
10/12" FAS.	12,400'
4/4" No. 1 Common	14,200'
5/4" No. 1 Common	9,800'
6/12" No. 1 Common	15,100'
8/12" No. 1 Common	16,500'
10/4" No. 2 Common	60,000'
5/4" No. 2 Common	13,500'
6/4" No. 2 Common	20,200'
8/12" No. 2 Common	10,700'

Goodlander Robertson Lbr. Co.

ASH	
1 1/2 12" No. 2 C. & B. 2 cars	5 1/2" FAS.
COTTONWOOD	
1 1/2" No. 2 C. & B. 2 cars	5 1/2" No. 1 Common
CYPRESS	
1 1/2" No. 2 Com. & Btr. 2 cars	4 1/2" Box Bds. 9-12"
ELM	
1 1/2 12" No. 2 C. & B. 5 cars	1 1/2" Box Bds. 12-17"
QUARTERED RED GUM	
1 1/2" FAS.	PLAIN RED OAK
4/12" No. 1 Common	4 1/2" FAS.
4 1/2" No. 2 Common	4 1/2" No. 1 Common
PLAIN RED GUM	
4 1/2" FAS.	PLAIN WHITE OAK
4 1/2" No. 1 Common	5 8" FAS.
4 1/2" No. 2 Common	5 8" No. 1 Common
PLAIN SAP GUM	
5 8" FAS.	1 1/2" FAS.
5 8" No. 1 Common	4 1/2" No. 1 Common
1 1/2" FAS.	QUARTERED WHITE OAK
4 1/2" No. 1 Common	5 8" No. 1 Common
	4 1/2" No. 2 Common

Dickson & Lambert Lumber Co.

QTD. RED GUM S&D	
5/12" C. m. & Btr.	50,000'
6/12" Com. & Btr.	20,000'
PLAIN SAP GUM	
4/12" No. 1 Com. & Sel.	50,000'
4/12" No. 2 Common	100,000'
4/12" No. 3 Common	100,000'
5/4" Com. & Btr.	100,000'
6/12" 1 & 2	10,000'
5/4" No. 2 Common	100,000'
5/4" No. 3 Common	100,000'
6/4" No. 2 Common	100,000'
8/4" No. 3 Common	30,000'
PLAIN RED GUM	
1/4" 1s & 2s	13,000'
1/4" No. 1 Common	100,000'

Geo. C. Brown & Co.

OAK	
1 1/2" S. and W. Wormy	150,000'
5 1/2" S. and W. Wormy	20,000'
QUARTERED RED GUM	
8/12" No. 1 Common	20,000'
PLAIN RED GUM	
6/12" No. 2 Common	50,000'
QTD. RED GUM S&D	
12/12" Com. & Btr.	250,000'
10/12" No. 1 Common	50,000'
PLAIN SAP GUM	
1/4" Com. & Btr.	100,000'
1/4" No. 2 Com. & Btr.	20,000'
SYCAMORE	
8/12" Common	70,000'
COTTONWOOD	
1 1/2" 1s & 2s	10,000'

GAYOSO LUMBER CO.

Specializing in

KILN DRIED
HARDWOODSWe have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECHWe Specialize in QUARTERED
WHITE OAK AND POPLAR

TUPELO

for

QUICK SHIPMENT

4 4" 13 to 17' Box Boards	2 cars
4 4" 9 to 12 Box Boards	2 cars
4 4" FAS.	5 cars
4 4" No. 1 Com.	8 cars
4 4" No. 2 Com.	4 cars

Is genuine tupelo

Tustin Hardwood Lbr. Co.

Main Office
MEMPHISSales Office
DETROIT

HARDWOODS

MEMPHIS

ASH	
5 1/4" No. 1 & 2 Com.	50,000'
10 1/4" Log Run	50,000'
COTTONWOOD	
1 1/4" W. Box Bds.	6,000'
CHERRY	
1 1/4" Log Run	5,000'
ELM	
8 1/4" Log Run	12,000'
10 1/4" Log Run	19,000'
PL. SAP GUM	
4 1/4" W. Bds.	4,000'
4 1/4" FAS	75,000'
4 1/4" No. 1 Com.	150,000'
4 1/4" No. 2 Com.	100,000'
4 1/4" No. 3 Com.	75,000'
5 1/4" FAS	15,000'
5 1/4" No. 1 Com.	15,000'
QTD. SAP GUM	
8 1/4" No. 1 Com. & Btr.	12,000'

PLAIN RED GUM	
4 1/4" FAS	15,000'
4 1/4" No. 1 Com.	75,000'
QTD. RED GUM	
4 1/4" No. 1 Com. & Btr.	12,000'
QTD. GUM SND.	
10 1/4" No. 1 Com. & Btr.	30,000'
PL. WHITE OAK	
4 1/4" No. 1 Com. & Btr.	15,000'
4 1/4" No. 2 Com.	15,000'
PL. RED OAK	
4 1/4" No. 1 Com.	200,000'
4 1/4" No. 2 Com.	100,000'
5 1/4" No. 1 Com.	30,000'
5 1/4" No. 2 Com.	10,000'
QTD. RED OAK	
4 1/4" No. 1 Com.	30,000'
WALNUT	
4 1/4" Log Run	4,000'

PLAIN WHITE OAK	
4 1/4" No. 1 Com.	5 cars
4 1/4" No. 2 Com.	5 cars
4 1/4" No. 3 Com.	5 cars
4 1/4" No. 4 Com.	5 cars
4 1/4" No. 5 Com.	5 cars
4 1/4" No. 6 Com.	5 cars
4 1/4" No. 7 Com.	5 cars
4 1/4" No. 8 Com.	5 cars
4 1/4" No. 9 Com.	5 cars
4 1/4" No. 10 Com.	5 cars
4 1/4" No. 11 Com.	5 cars
4 1/4" No. 12 Com.	5 cars
4 1/4" No. 13 Com.	5 cars
4 1/4" No. 14 Com.	5 cars
4 1/4" No. 15 Com.	5 cars
4 1/4" No. 16 Com.	5 cars
4 1/4" No. 17 Com.	5 cars
4 1/4" No. 18 Com.	5 cars
4 1/4" No. 19 Com.	5 cars
4 1/4" No. 20 Com.	5 cars

QUARTERED RED GUM	
4 1/4" Com. & Btr.	5 cars
5 1/4" Com. & Btr.	5 cars
6 1/4" Com. & Btr.	5 cars
8 1/4" Com. & Btr.	5 cars
PLAIN RED OAK	
4 1/4" 1s & 2s	5 cars
5 1/4" 1s & 2s	5 cars
4 1/4" No. 1 Common	10 cars
5 1/4" No. 1 Common	5 cars
6 1/4" Com. & Btr.	5 cars
ELM	
4 1/4" Log Run	2 cars
8 1/4" Log Run	8 cars
10 1/4" Log Run	1 car
POPLAR	
4 1/4" Sap & Btr.	1 car
4 1/4" No. 1 Common	5 cars
4 1/4" No. 2 Common	4 cars

Brown - Everts Lumber Co. Dacus-Richards Hardwood Co.

ASH	
16 1/4" Com. & Btr.	10,000'
8 1/4"-10 1/4"-12 1/4" C. & B.	100,000'
6 1/4" No. 2 Common	15,000'
5 1/4" No. 2 Common	10,000'
4 1/4" No. 2 Common	42,000'
COTTONWOOD	
4 1/4" Com. & Btr.	20,000'
ELM	
10 1/4" 12 1/4" Log Run	90,000'
4 1/4"-6 1/4" 8 1/4" Log Run	20,000'
SYCAMORE	
10 1/4" Log Run	100,000'
6 1/4" Com. & Btr.	15,000'
MAPLE	
10 1/4"-8 1/4" Log Run	70,000'

HICKORY	
6 1/4" Log Run	31,000'
PECAN	
8 1/4" Log Run	21,000'
TUPALO	
1 1/4" FAS	39,000'
1 1/4" No. 1 Common	30,000'
1 1/4" No. 2 Common	16,000'
RED GUM	
8 1/4" Com. & Btr.	29,000'
5 1/4" Com. & Btr.	35,000'
4 1/4" Com. & Btr.	41,000'
POPLAR	
8 1/4" Com. & Btr.	61,000'
4 1/4" Com. & Btr.	52,000'
4 1/4" No. 2 Common	36,000'

QTD. WHITE OAK	
1 1/4" FAS	7,000'
1 1/4" FAS	6,000'
1 1/4" FAS	6,000'
3 1/4" No. 1 Com. & Btr.	11,000'
1 1/4" No. 1 Com.	23,000'
3 1/4" No. 1 Com.	30,000'
4 1/4" No. 1 Com.	129,000'
1 1/4" No. 1 Com. strips	35,000'
4 1/4" 8 1/4"-12 1/4" clear strips	6,000'
4 1/4" 8 1/4"-12 1/4" clear strips	11,000'
QTD. RED OAK	
3 1/4" FAS	6,000'
4 1/4" FAS	34,000'

4 1/4" No. 1 Com.	12,000'
4 1/4" No. 2 Com.	73,000'
QTD. RED GUM	
4 1/4" FAS	32,000'
4 1/4" No. 1 Com.	150,000'
QTD. RED GUM. SND.	
8 1/4" Com. & Btr.	72,000'
8 1/4" No. 1 Com.	28,000'
8 1/4" No. 2 Com.	20,000'
SAP GUM	
4 1/4" No. 1 Com.	156,000'
4 1/4" No. 2 Com.	194,000'
COTTONWOOD	
4 1/4" FAS	12,000'
4 1/4" No. 1 Com.	60,000'

Memphis Band Mill Co.

Stimson Veneer & Lbr. Co.
INCORPORATED"FOR DISCRIMINATING BUYERS"
DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN SAP GUM	
4 1/4" FAS	4 cars
5 1/4" FAS	1 car
4 1/4" No. 1	5 cars
5 1/4" No. 1	4 cars
6 1/4" No. 1	1 car
8 1/4" No. 1	1 car
5 1/4" No. 2	3 cars
4 1/4" Box Bds. 13-17"	5 cars
QTD. RED GUM. SND.	
4 1/4" FAS	1 car
5 1/4" FAS	1 car
6 1/4" FAS	2 cars
8 1/4" FAS	5 cars
4 1/4" No. 1	1 car
5 1/4" No. 1	4 cars
6 1/4" No. 1	2 cars
8 1/4" No. 1	5 cars
PLAIN RED GUM	
4 1/4" FAS	2 cars
4 1/4" No. 1	4 cars
QUARTERED RED GUM	
4 1/4" FAS	1 car
5 1/4" FAS	1 car
6 1/4" FAS	3 cars
8 1/4" FAS	4 cars
4 1/4" No. 1	1 car
5 1/4" No. 1	2 cars
6 1/4" No. 1	3 cars
8 1/4" No. 1	6 cars
PLAIN RED OAK	
4 1/4" FAS	1 car
4 1/4" No. 1	1 car
4 1/4" No. 2	2 cars
PLAIN WHITE OAK	
4 1/4" No. 1	5 cars

The Frank A. Conkling Co.
SOUTHERN HARDWOODS
Mills: Issaquena, Miss.; Percv, Miss.

J. W. DICKSON, President W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

QUARTERED WHITE OAK	
4 1/4" No. 1 Common	5 cars
4 1/4" No. 2 Common	2 cars
PLAIN WHITE OAK	
3 1/4" No. 1 & No. 2 Com.	40,000'
1 1/4" 1s & 2s	2,000'
5 1/4" No. 1 Common	1 car
PLAIN RED OAK	
3 1/4" No. 1 Common	3 cars
3 1/4" No. 2 Common	1 car
5 1/4" 1s & 2s	2 cars
5 1/4" No. 1 Common	3 cars
MIXED OAK	
3 1/4" Sound Wormy	1 car
4 1/4" Sound Wormy	3 cars
PLAIN SAP GUM	
5 1/8" No. 1 Common	2 cars
5 1/8" No. 2 Common	1 car
3 1/4" No. 1 Common	2 cars
2 1/4" No. 2 Common	2 cars
4 1/4" Box Bds. 13-17"	1 car
4 1/4" Box Bds. 9-12"	1 car
4 1/4" No. 1 & No. 2 Com.	100,000'

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD	
4 1/4" Com. & Btr.	6 mo. 1 car
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4 1/4" No. 1 Com.	6 mo. 5 cars
SAP GUM	
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5 1/8" No. 1 Com.	4 mo. 2 cars
4 1/4" 1s & 2s	4 mo. 1 car
4 1/4" No. 1 Com.	4 mo. 2 cars
QTD. RED GUM	
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*These fine white oak logs grew five miles
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4/4 No. 1 Com. Plain Red Gum.....	1 car
6/4 No. 1 C&B Qtd. Red Gum.....	1 car
4/4 No. 1 C&B Qtd. Red Gum.....	1 car
5/4 No. 1 C&B Qtd. Sap Gum.....	1 car
5/4 No. 1 C&B Qtd. Sap Gum.....	2 cars

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RUSH COUNTY

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Hardwood Record

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No. 3

Review and Outlook

General Market Conditions

IN THE LAST FEW ISSUES this column has definitely allied itself with the conservative optimists and, predicated the opinion strictly upon evidence of progressive accomplishments, has maintained that the tendency towards betterment is developing. It is wise to emphasize the unwisdom of jumping at too hopeful conclusions from what has developed in the line of improved business. HARDWOOD RECORD's counsel is that these evidences be taken strictly at their face value and that such measure of increased orders and shipments as has so far emerged from the wreckage must be taken as significant and not as an actual measuring rule. HARDWOOD RECORD has not contended that business is improving in any great volume, but has urged that gradual increase in orders can safely be figured as a sort of a prelude to the long, steady program and the gradual upward swing in the industry at large.

This counsel has evidently met with the approval of most subscribers, but the possibility that too great emphasis of apparent improvement in orders might lead to incorrect judgment is shown by comments which have come in during the past few days. Certain large buyers now shaping their buying policies have expressed themselves as convinced of the truth supporting the underlying contentions appearing in this column, but as having undergone considerable change of heart because of quotations consistently received on major items of stock. Buyers' records show a progressive downward tendency, even including the past few weeks and record the further illuminating fact that northern stocks, which have consistently held firm, are now showing a disposition to ease off considerably in the face of an apparent improvement in business. These facts in the opinion of the editors of HARDWOOD RECORD, but prove the point repeatedly made in this market report, namely, that the improvement is not so much actual as indicative, but that we may expect steady advancement along these lines until the impetus becomes, through increasing strength, sufficiently powerful to react upon all items of hardwood stocks.

The progress of business might be likened to that of a runaway train plunging down-grade at a mile a minute. With the application of the brakes the train will not immediately stop or reverse itself. As soon as the passengers feel that it is under control and realize that the engineer is again on the job, their confidence will be restored. The momentum, though, would carry the train for a long ways on the down-grade while the brakes are exercising their function.

Present improvement in business might easily be considered as the brakes which are gradually being applied. The downward momentum will continue until their grip becomes sufficiently strong to bring the downward movement to a complete halt. At that point it requires only the application of a little more steam to climb back up the hill.

Thus might be easily explained the continued downward tendency of prices in the face of apparent improvement in business. There can be no question as to the gradually increasing number and volume of orders. Such records are common to all parts of the country. Still the slump in business has been so severe and so long maintained that continued offerings of distress stock have been inevitable. It is unfortunate that the major hardwood region is located in the heart of the cotton country, for the excessive extent of cotton financing has been largely responsible for the financial difficulties which many hardwood operators have faced. In fact, it is quite within the realm of possibility that hardwood prices would have maintained a much greater degree of strength had hardwood operators not been compelled to combat with cotton financing. In the same way the continued seriousness of the cotton situation is responsible for the continued offerings of distress stocks. Also the easing off in quotations on northern hardwoods is directly traceable to the same influence. In other words, the terrific price competition with southern hardwoods has been stoically met up to the point where it has threatened the almost entire elimination of purchases of northern hardwoods in competition with southern. Thus the price concessions which in general are made deliberately and with a specific purpose in mind, namely, that there might be preserved for the northern woods a certain percentage of the markets which they normally enjoy and the loss of which has been threatened by the ruinously low prices on competitive southern material.

So while the brakes of increased orders are being applied, it can not be expected that they will immediately check the downward tendency. They are, though, taking hold; a conclusion easily deduced from the fact that firsts and seconds hardwoods are already coming back. Bona fide sales in this grade have been made at actual advances of from six to eight dollars. Millmen are repeatedly coming to the resolve not to sell firsts and seconds except with No. 1. The wedge has been driven with the improvement in the firsts and seconds markets, an influence which is beginning to favorably act upon the succeeding grades.

Now it must not be too late that what improvement has come developed in the face of almost total stagnation in one of the greatest sources of outlet for hardwood building. It becomes evident that building construction is permanently improving and at this writing it seems reasonable to believe that the greatest obstacle in the way of permanent improvement, namely, excess labor charge, will be removed. This and other avenues of lumber consumption are piling up demand which eventually must be released. *HARDWOOD RECORD* believes that the danger lies more in the possibility of such pent-up forces materializing too suddenly than in continued inactivity.

Along the same lines it is suggested by certain facts that the annual car shortage will not be so much a myth this year as may have been expected. One railroad official prophesied quite recently that the real car shortage would develop by July 1, adding that open top equipment is already at a premium, and it is his guess that the railroads can not handle more than seventy-five per cent of the normal business in their present condition whereas recent improvement in car movements has brought their handlings already up to about sixty per cent. These figures are based on official records and if they maintain generally along major lines, it is not at all improbable that his prediction may be made good.

Redfield on the Foreign Trade Corporation

A CLEAR REALIZATION of the splendid significance to American business of the Foreign Trade Financing Corporation is induced by the reading of a statement made by William C. Redfield, former secretary of commerce, and president of the American Manufacturers' Export Association, before the Merchants and Manufacturers' Association of Baltimore on May 12. He described this corporation as "a new tool" in foreign trade, which "can take the foreign buyer and connect him up with the domestic seller, pay the latter and extend to the former the time he needs to work out his own payment."

That this is, indeed, a facile instrument, Mr. Redfield makes plain, and American business men everywhere should feel gratified that it is now at their command. It is a matter of common knowledge that the future well being of American commerce and industry depends in very large measure upon the sale of goods in foreign markets. Our productive capacity has been so developed that our factories and our mills turn out a huge surplus of goods over the domestic needs. Therefore, American industry can not run at full speed and the maximum of our people can not be given profitable employment unless enormous quantities of our products are sold abroad. But the foreign buyer requires long time credits, a financial arrangement very different from that common to the domestic trade, and without which the requisite volume of business can not be done in foreign countries. It is at this point that the Foreign Trade Financing Corporation takes hold and saves the situation.

Mr. Redfield explains that the method of this corporation is

similar to the system used successfully by Great Britain, which we know is the greatest and most canny of all trading nations. With the aid of such a scheme, why can not the United States become equally as great in foreign trade?

In a preface to his explanation of the corporation, Mr. Redfield analyzed international trade conditions which make it of the highest importance to American prosperity that we seize the opportunity to expand commercially in foreign fields. In this analysis he mentioned that "copper, cotton and grain remain unsold;" that "the great steel industry runs at barely 40 per cent of capacity;" that "there is much unemployment and a great deal of idle machinery."

All of this is true and good, but we should like to have had him specifically mention hardwoods and the idle machinery in hardwood mills. This situation is also of first importance, for hardwood lumber is among the great basic commodities. Of course, he did not mean to show, by failure to mention hardwoods specifically, that the hardwood industry is excluded from the benefits of the Foreign Trade Financing Corporation. This is not the case, it goes without saying; and the hardwood industry can call on the corporation for aid in extending its markets in foreign fields.

We should like, in this connection, to urge that the members of the hardwood industry give particular study to the possibilities of foreign trade opened up by this Foreign Trade Financing Corporation. It is probable that a more intensive working of foreign markets might so increase sales of hardwoods that the domestic market would be measurably strengthened and stabilized. Surely there is strong probability of this.

Explaining what the corporation is, Mr. Redfield said that he did not intend "to suggest a patent medicine, but to offer a working tool, in itself not new, but one which we have not yet used, though tried for many years in other lands and found of service and profit. It is something which conditions have not until today required us to adopt."

He continues his explanation in the following interesting manner:

There are men all over America who have goods which they can not sell at home and are able and anxious to sell abroad. There are men abroad equally eager to buy those goods. Neither the men in Ohio nor their banks nor the men abroad can do as they want in the matter as things now are because there is no tool with which to connect them up one with another. The Foreign Trade Financing Corporation is the tool. It can take the foreign buyer and connect him up with the domestic seller, pay the latter and extend to the former the time he needs to work out his own payment.

But on what securities will credits be given? On any kind that may prove available and which will stand the test of searching scrutiny. Here the deposit of government, provincial or municipal securities; here the pledge of city or port revenues; here the guarantee of a government itself; here a good first mortgage; here the deposit of salable commodities; yonder the guarantee of a bank or a sufficient endorsement. Collateral of many kinds exists, not always, indeed as what we know as bankable security, meaning that which is instantly convertible, but yet collateral sound and good for an institution which has no liquid liabilities and whose purpose is to furnish credits of a kind which shall enable its debtors to work out their own payments.

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Published May 26, 1921, at the post office at Chicago.

Motion Study as a Basis of Correct Cost

By J. C. Bohmker

Editor's Foreword. Preceding articles by Mr. Bohmker on "Motion Study as a Basis of Correct Cost," published in HARDWOOD RECORD, pretty thoroughly discussed the methods of making studies of the motions of workers in producing a given article, in order to reduce all such effort to a minimum. The articles also advanced the piece work method as the most adaptable to efficiency requirements and showed how scales of payment and means of fixing responsibility for the quality of work are to be established. The last of these previous articles carried the subject up to a description of the method by which each workman is made an inspector of the part being manufactured, because the loss from defective work is charged back to the worker who passed the work on, and thus permitted good labor to be put on defective material. It was explained that defective parts or material can not be reworked under this system until a defective Work Report is made out, which shows the department and the operator responsible. This must go to the office and correction or scrapping of the part damaged can only be done on order from the office. In this way care in operating as well as speed is compelled.

From this point Mr. Bohmker proceeds, as follows:

The foregoing indicates that much can be accomplished in keeping up the quality of the work, provided the organization is functioning properly. In the case of difficult operations where it is not altogether the fault of the operator, as the case of distortion of steel shapes in tempering, cross grain in wood, etc., in such event quality is used as a basis of piece work payment. It is evident from what has been said that motion study is the foundation of cost; it will indicate the amount of waste in productive labor; can be applied to study of material waste, also a factor in analyzing manufacturing expense. Shop or manufacturing cost is made up of material, labor and expense. The material and labor items are relatively easy to determine, but more or less difficulty arises in the proper distribution of the manufacturing expense. The method most commonly used is by taking the total expense of the previous year, determine what percentage this is of the total productive labor for the same period, using percentage so found for costs on jobs for the ensuing year.

There is no question but that the percentage of direct labor method is the easiest, most ready method and answers very well in plants of uniform operation or where one department differs little from the rest; but in plants with departments of entirely different physical make-up, such as a foundry and woodworking department, or a plant operating part day work and part piece work, in such event the productive hour or machine basis of distribution should be used. Manufacturing expense can not properly be distributed on the basis of the general overhead on productive labor, especially so when plant is operating on a piece work basis, since the expense is a function of time and piece work payment of quantity; for this reason we cannot properly apply it. The general overhead is a handy, ready and most easily applied method, and is in use in many so-called efficient plants; efficient because they make money, yet making money is no definite sign that a plant is efficient. There are so many conditions entering into the question that only thorough analysis will reveal them, for example: low labor cost, little or no competition; these might make a "money maker" of a plant, but still the plant may not be efficient in its operation. For illustration, we have a man working day work receiving 50 cents per hour, the general overhead is 80 per cent, therefore 40 cents equals manufacturing expense and is added to the 50 cents productive labor. Checking up the time tickets of the man we find that he is producing 100 pieces of a certain article per hour, or one-half cent a piece.

Granting that no time study is made of the job, the man is given

a price of 40 cents per hundred, because of the piece work. He speeds up and, instead of producing 100 per hour, produces 175 at 50 cents per hundred, making him \$.875 instead of 50 cents per hour when working day work, applying our 80 per cent overhead charge on the \$.875 productive labor or 70 cents. Had he produced 175 pieces per hour while working day work the job would have been charged with only 40 cents expense.

The question naturally arises, how much increase in expense obtained in the greater production is due to piece work? Rent, insurance, taxes, upkeep of buildings, interest, administration, depreciation, light and heat remain the same; the only items in which slight increase obtains is power, machine and material expense. The difference of charge between day work and piece work is 30 cents or 75 per cent over the day work charge. The increase in power, material and machine expense is practically negligible. This then proves that piece work productive labor can not properly be used for distributing the expense burden.

We must necessarily know the time consumed in producing a given article. This can be done by reducing productive labor to hours or apply directly on hours. The base rate already referred to on Time Study Sheet will serve the purpose. We must first of all find out how long it required the man to produce the 175 pieces. It is found to be one hour, applying the overhead of 80 per cent to the 50 cents productive labor on day work or base rate and find that the charge is 40 cents. One will readily appreciate what this will mean when in close competition, whether we add 40 cents or 70 cents expense charge to our productive labor. The refinement of expense distribution can be carried on to departmental overhead machine hour basis, and these in turn subdivided if found profitable or convenient. The following table shows fairly good reason for a departmental overhead. A plant has a total productive pay roll of \$750,000 and manufacturing expense of \$600,000 or a general overhead of 80 per cent.

Departments	Direct labor	Expense actually obtained	Departmental overhead per cent	Departmental expense based on 80 per cent
Mill	\$ 40,000	\$ 50,000	125.0	\$ 32,000
Planing	85,000	75,000	88.3	68,000
Shaping	167,500	150,000	89.5	134,000
Sanding	65,000	52,000	80.0	52,000
Boring	70,000	12,000	17.2	56,000
Assembly	210,000	190,000	90.5	168,000
Paint	112,500	71,000	63.0	90,000
Total	\$750,000	\$600,000	80.0	\$600,000

It will be seen from the table that in only one department does the 80 per cent apply; in all others it differs widely, ranging from 17.2 per cent to 125 per cent.

To establish departmental overhead it is necessary to establish the amount of power, heat, light, rent; maintenance expense, such as belts, oil, repairs to machinery; depreciation of machines; taxes and interest on floor space and contents; in addition to this there will be a small charge or general overhead, known as administrative. The waste incurred in manufacturing, such as idle time and waste in material, must also be accounted for and applied either as a flat percentage or contained in the departmental overhead.

Efficient Distribution Is Vital

American Wholesale Lumber Association in Annual Session Points to Value of Its Slogan—Year of Success in Arbitration Work Is Also Recorded

The presence of president Howard of commendation from President Harding was experienced by J. Howard Burton, president of the American Wholesale Lumber Association, delivering his address at the first annual meeting of the association in the Florentine room of the Congress Hotel, Chicago, May 18.

The President's word of praise applied to arbitration, which is the especial purpose and pride of the association. He also asked aid in overcoming the housing shortage. The notable letter follows:

"My Dear Mr. Burton:

"I would be grateful if you will extend my message of greetings and good wishes to the members of the American Wholesale Lumber Association at their convention in Chicago next week.

"Your industry is one of those that are in position to render useful service to the country in the present period when stabilization and liquidation are so highly important. There is need for the largest measure of mutual understanding and toleration among all elements in business, and I feel that the efforts of your organization to establish arbitration of differences in the industry deserve commendation. The comparative suspension of building operations for a long period makes it especially desirable that in every possible way encouragement should be extended now to those who would help cope with the shortage in housing conditions, and I trust your members will find a way to contribute in that direction.

"Most sincerely yours,

"Warren G. Harding."

At the close of the two-day convention on May 19, Mr. Burton was re-elected president of the association amid a demonstration of enthusiasm which brought the members to their feet shouting. Because of ill health and the wishes of his family that he relinquish some of his burdens, Mr. Burton had asked that his name not be presented to the convention, but the enthusiasm of the members for his achievements of the past year would not permit him to retire.

When he found that he had been swept back into office by this wave of enthusiasm, Mr. Burton addressed the association briefly, warning the members that the wholesaler is today in fully as precarious a position as he was during the war, and that it is most imperative that they stand together shoulder to shoulder for mutual protection. The same influences, he said, that are conducting such a menacing campaign in Washington against the grain exchanges

are power against the middleman in the lumber industry. The re-establishment of the War Industries Board or any similar war organization, he warned, would constitute the gravest menace to the business life of the wholesaler. "Unless we work together in a national way, our business is in grave danger," he said.

President Burton's Message

"There is one message which I should like to have each of you take home with him and preach. You should preach the necessity of wholesalers combining their efforts, in a legal way, to maintain the honor and integrity of their position in the economic arrangement of the country, through national co-operation. The only way the wholesaler's voice can be heard in a national way is through an organization that represents the wholesaler's point of view 100 per cent. We should co-operate with all branches of the lumber industry and the industries using wood. We should sell service to all, and preach the gospel of the national wholesale organization, as typified by the golden rule code of ethics of the American Wholesale Lumber Association."

Ben S. Woodhead of the Beaumont Lumber Company, Beaumont, Tex., was re-elected first vice-president with a wildly enthusiastic demonstration.

Waldo E. Holmes of the Pacific Fir Company, Seattle, Wash., was elected second vice-president to succeed C. W. Johnson of the Charles W. Johnson Lumber Company, Seattle, Wash.

The following directors were also elected:

Directors for Northwest Region—John G. Saari, Portland, Ore., regional vice-president; J. G. Wallace, of Minneapolis, Minn., and Frederick S. Palmer, of San Francisco, Calif.

Directors for Southwest Region—Marcel Krauss, of New Orleans, regional vice-president; A. W. Stickle, of Dallas, Tex., and Thomas S. Dennis, of Kansas City, Mo.

Directors for North Central Region—Max Myers, of Cleveland, Ohio, regional vice-president; L. Germain, jr., of Pittsburgh (re-elected), and Dwight Hinckley, of Cincinnati, Ohio.

Directors for Southeast Region—Charles B. Carothers, of Memphis, Tenn., regional vice-president, and H. W. Taylor, of Jacksonville, Fla.

Directors for Northeast Region—George W. Stevens, of New York City, regional vice-president, and B. L. Tim, of New York City.

(Continued on page 21)

President May Address National's Annual

It is highly probable that President Harding may be the headliner at the twenty-fourth annual convention of the National Hardwood Lumber Association in Philadelphia, June 9, at the Bellevue-Stratford Hotel. A committee from the association, composed of Horace F. Taylor, president; E. V. Babcock, Earl Palmer and Charles H. Barnaby, directors, and F. F. Fish, secretary-treasurer, called upon President Harding at the White House by appointment on April 29 and invited the chief executive to address the convention. Members of the committee state that the President gave them a very cordial hearing and promised to give serious consideration to the invitation. The committee has good reason to believe

that the President's decision will be favorable, and he will talk to the assembled members and guests on the opening day of the convention.

Regardless of what President Harding's decision may be, however, there will be a national figure present to address the convention. Arrangements have been concluded with James J. Davis, secretary of labor, to address the hardwood men on Thursday, June 9. Secretary Davis' subject, as a matter of course, will be "Labor," and being not only peculiarly qualified officially, but personally, to discuss such a subject, his address will undoubtedly contain a message of importance.

The May "Official Bulletin" of the National Hardwood Lumber Association declares that never before in the whole career of this organization has it approached the twelfth-month terminus of its yearly activities with greater assurance of a successful finish. That the forthcoming meeting will be an outstanding success is now absolutely certain, and that it is destined to be such is eminently fitting in view of what the association has accomplished during the past year to justify its cause and confirm the charter of its existence. All counter currents, notwithstanding it is closing one of the best years in its history and which achievement, everything considered, is one worthy of special observance.

One sign of unprecedented promise is on the score of the meeting's prospective attendance. Reports already received indicate that there will be an outpouring from every hardwood market and section, both in this country and in Canada, which will break all records in the annals of lumber trade conventions. In all of the important markets the local lumber organizations have taken official action in the matter and are rounding up their members and regional lumbermen for the purpose of bringing them to the convention in bodies. In a number of instances special train service has been provided for. Never before has such thorough going and widespread interest been shown.

In order to encourage the fullest attendance the association has secured from the railroads a rate of one and one-half fares for the round trip from any point in the country excepting stations in the state of Pennsylvania. This rate applies to all members, all dependent members of their families and also employees.

The Lumbermen's Association of Chicago, through a committee of hardwood men comprising L. J. Pomeroy, chairman; F. B. McMullen and A. H. Ruth, has arranged to have a special convention train run from Chicago to Philadelphia. This train will run on the Pennsylvania line and will travel as a section of the famous "Broadway Limited." It will be equipped with every detailed convenience and luxury carried by this de luxe train. The fare will be the regular fare and a half round trip rate arranged for the convention. Further details of this train may be secured from S. F. D. Meffley, secretary-manager of the Lumbermen's Association of Chicago. The running schedule is as follows:

Leave Chicago 12:40 p. m., C. T., June 8; leave Fort Wayne 3:49 p. m., C. T., June 8; leave Plymouth 2:22 p. m., C. T., June 8; leave Mansfield 6:21 p. m., E. T., June 8; arrive Philadelphia 8:30 a. m., E. T., June 9.

The larger details of the program convention have already been compiled under the direction of Secretary-Treasurer Fish and are as follows:

Program of Business

Thursday, June Ninth

9:30 A. M. Registration of members and guests in ball room foyer, first floor, Bellevue-Stratford.
10:30 A. M. Convention called to order.

Roll call welcome. Hon. J. Hamilton, Mayor, Philadelphia.
Remarks. Hon. E. V. Babcock, Mayor of Philadelphia.
President's address—Horace F. Taylor.
Report of Secretary-Treasurer. Frank F. Fish.
Luncheon for luncheon.
Address. Hon. James J. Davis, Secretary of the Department of Agriculture, D. C.
Address. "The Common Interests of the Hardwood Producer and Consumer," E. E. Parsonage, president Association of Wood Using Industries.
Address. "Forestry Legislation," George N. S. O.
President Empire State Forest Products Association.
Friday, June Tenth

LUMBERMAN'S DAY

Business

9:00 A. M. Convention called to order.
Report of committee on officers' reports.
Report of inspection rules committee. John W. M. chairman.
Discussion of proposed inspection rules.
12:30 P. M. Intermission for luncheon.
1:30 P. M. Resumption of discussion of proposed inspection rules.
General discussion of the hardwood industry.
Among the points to be considered:
The Demand for Hardwoods.
Collections.
Operating Conditions.
Conditions of Stocks.
Labor.
Prospects of Production.
Unfinished Business.
Report of Committee on Resolutions.
New Business.
Election of president and three vice-presidents to serve one year.
Election of eight directors to serve three years.
Election of one director to serve two years.

Program of Entertainment

Thursday Evening, June Ninth
Ball Room, Bellevue-Stratford

COMPLIMENTARY BANQUET

Selections from Eastern Vaudeville Circuit
Tendered by the National Hardwood Lumber Association
To members and invited guests
Friday Evening, June Tenth
Ball Room, Bellevue-Stratford
At Seven O'clock

SEA FOOD DINNER AND SMOKER

Music—Vaudeville

Secure Tickets at Registration Desk

NOTE—Owing to the amount of important business the present convention has to deal with and the attendance expected of those directly interested therein, no provision has been made for the entertainment of ladies.

Analyzing the Two Capper Bills

Due to the thoughtfulness of Dr. William Compton, secretary-manager of the National Lumber Manufacturers' Association, in preparing a parallel analysis of the Capper Forestry Bill as it was originally introduced in 1920 and as it has been introduced again in 1921, members of the lumber and allied industries will be able, with comparative ease, to get at the differences between the original and the altered measure. In his analysis Dr. Compton calls especial attention to the significant changes in the methods of enforcement. The analysis follows:

(1920) Title of the Bill (1921)

"To prevent the devastation of forest lands, to perpetuate the forest resources of the United States, to avert the destruction of the lumber and wood using industries, and for other purposes."

"To control forest devastation, to perpetuate forests in the United States, to raise a revenue from forest products and for other purposes."

To Whom Legislation Would Apply

Farm lots specifically excluded. No specific exemptions.

Commercial forests excluded, which so-called "Federal Forest Commission" believes may be exempted "with safety to the public interest."

By Whom Shall Policy Be Determined

Broad discretionary authority lodged in so-called "Federal Forest Commission," consisting of Secretary of Labor, Secretary of Agriculture and chairman of the Federal Trade Commission.

Discretionary authority lodged with Secretary of Agriculture.

Provision that secretary before making any regulations shall seek the advice of a so-called "advisory board" consisting of state forestry officials,

The Federal Forest Commission may contribute funds for the operation of the forest industry, and for the marketing of the forest products, and for the transportation of the forest products.

By Whom Shall Law Be Executed

Forester of the Department of Agriculture, and representatives of the States and Territories of the United States.

Regulations Imposed

The Federal Forest Commission shall establish general principles covering the operation of forest industries and specific regulations in accordance with such principles as shall be established and applied by the forester.

No provision covering other matters in local regulation.

The Secretary of Agriculture shall make "regulations establishing principles and defining in general terms as to each forest region such reasonable standard for the harvesting of forest crops as he may deem necessary."

It is also specifically provided that local regulations "not inconsistent with the regional regulations" shall be established and enforced in order to give the act greater flexibility.

Appropriations Covering Above Regulations

Two million dollars.

Not specified.

Fire Prevention

The Federal Forest Commission may contribute funds for co-operation with states for prevention and suppression of fires on forest lands.

The Secretary of Agriculture is authorized and directed to "recommend for each forest region of the United States the essential requirements in protecting timber and cut over lands from fire," and to match, not to exceed dollar for dollar the expenditures of the states and the expenditures of forest owners required by state law.

Appropriations for Fire Prevention

One million dollars.

Not specified.

Reports Required

Federal Forest Commission may require through the Federal Trade Commission reports on production, shipments, stocks, costs, etc.

The operator required to make return before March 15 showing:

First—Number of thousand feet lumber produced in accordance with the cutting regulations prescribed by the act.

Second—Number of thousand feet of lumber produced not in accordance with prescribed cutting regulations.

Field inspection of books is provided for.

The Secretary of Agriculture, together with the Commissioner of Internal Revenue, is given comprehensive inquisitorial powers.

Authorization of Combinations

Federal Forest Commission may after public notice and hearing permit combinations in forest industries which would increase economy in production, manufacturing and marketing of forest products.

No provision.

United States Government in Lumber Business

The Forest Service may, if the Federal Forest Commission shall think it to be in the public interest, undertake logging

No provision.

operations.

Penalties for Violation

Violations of the provisions of this act shall be punishable by fine not to exceed \$5,000 or by imprisonment not to exceed six months or by both.

Penalty not to exceed \$5,000 or one year imprisonment or both; also the payment of all taxes provided for in this act.

Also a 1 per cent tax on net income derived from shipments of forest products during the taxable year.

Franchise Tax

An excise tax of 1 per cent on franchise of conducting business of harvesting forest crops on commercial forest lands" shall be levied as follows:

Five cents per thousand feet on products which are produced in accordance with the regulations prescribed in this act.

Five dollars per thousand feet on products which are produced otherwise than in accordance with the standards and regulations prescribed in this act.

Void Parts

Should any part thereof fail because of ambiguity or other reasons, such policy shall not be construed as adversely affecting the remaining parts.

Short Title

This act may be cited as "Taxation of Forest Products Act 1921."

Special Points of Difference

The most important provision of the Capper Forestry Bill in its present form is to be found in the taxation provision analyzed below in paragraph 5.

First. The revised bill creates no new bureau or commission, but uses the governmental organizations already established.

This is perhaps intended to meet the objection to the multiplication of governmental commissions and bureaus.

Second. The revised bill makes specific provision for adapting the regulatory measures to the differences in local conditions in various states and communities.

This is probably to meet the objection that the standard regulations proposed in the original Capper bill were not sufficiently flexible.

Third. No specific provisions are provided in the revised bill either for enforcement of regulations or for fire prevention.

This change may have been made in order to meet the strong objection against the incurring of additional expenses by the government, or it may mean that the advocates of the bill consider it only as an educational measure which cannot be passed at present, and that no useful purpose would be served in courting the opposition of those who are committed to a reduction in the federal expenditures.

Fourth. One of the provisions of the revised bill includes the co-operative fire prevention and forest protection provisions of the so-called S. 1331. It contains also the provision that if any part of the bill is unconstitutional that fact shall not affect the rest.

Apparently this is intended to insure co-operative fire prevention and forest protection in the event the timber cutting regulations

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Efficient Distribution Is Vital

(Continued from page 24)

In his annual address President Burton devoted considerable attention to a review of the accomplishments of the association during its year of existence, one of which was the building up of membership to over three hundred from a charter membership of 103. He mentioned the adoption of the association's "Code of Ethics" as something "of which we are proud." Chiefly, however, he found reason for congratulation in the adoption of a compulsory arbitration agreement by the members, the successful operation of the arbitration department and the advance made toward inter-association arbitration. "I believe I am safe in saying that we have gone further and made greater progress with this particular feature of association work and have accomplished more than any other lumber association in existence," Mr. Burton said. "Our arbitration decisions are published to our members as fast as rendered and many are made public through the medium of trade journals. These decisions are rendered after taking due cognizance both of the legal rights of the parties as well as customs of the trade. Settlements have been made in accordance with the decisions without exceptions and in many cases we have received written approval from both parties to the issue."

Arbitration the Keynote

This discussion of arbitration, opened by Mr. Burton, became the keynote of the convention. Franklin D. Jones of the Washington, D. C., law firm of Davies & Jones, delivered a stirring address on "Arbitration" and this was followed by the report of the arbitration committee, delivered by Dwight Hinckley of the Dwight Hinckley Lumber Company, Cincinnati, Ohio, chairman. Mr. Hinckley reported the entire success of the arbitration plan. He said that during the year 192 cases have been submitted to arbitration, out of which 128 had been disposed of and 64 were pending.

Mr. Jones was most enthusiastic about arbitration. "Arbitration is the friendly way of settling disputes," he said, "and lawsuits constitute the quantity method of producing ill will. Arbitration tends to crystallize trade customs. Arbitration pays in dollars and cents. It attracts business to members of an association where arbitration of trade disputes is compulsory. It gives the buyer confidence in the seller." Sentiment for arbitration is sweeping the country.

Any successful system of arbitration of trade differences must have the following three basic principles, Mr. Jones said:

First. Arbitration shall be compulsory. Any who do not have it, shall be of no great value. This convinces the retailer of the country that he must have it, or square deal if he does business with the association.

Second. Adherence in all arbitration proceedings of the basic principles of law. This is fundamental to the success of such a system, as all business is transacted on the basis of civil laws developed from the experience of many generations. If an arbitration bureau is to survive, those who submit their differences to it must have the assurance that their legal rights will be protected. However, adherence to this requisite is unusual in trade association arbitration and the A. W. L. A. is one of the very few that does it. Every case is submitted to the counsel of the association for advice on the legal points. Counsel returns the case with its statement, which is not an opinion, but merely an interpretation of legal points involved, and is similar to a judge's charge to a jury.

Third. All proceedings must be absolutely fair. Pursuing this idea it has been the policy of the A. W. L. A.'s arbitration committee to give the non member of the association the benefit of the doubt where it was necessary to make such close decisions.

Mr. Hinckley introduced a motion to put the association on record as favoring inter-association arbitration and authorizing the president to appoint a committee of one to formulate rules and regulations covering inter-association arbitration. The association has already made much progress in the way of inter-association arbitration and expects to spend considerable effort to progress in this direction.

Recommend Uniform Order Blank

Following a report on the uniform order blank, made by W. L. Whitacre, of the Whitacre Lumber Company, Columbus, O., a motion was carried recommending that the members use the blank suggested by the committee, omitting the specification of terms of sale and leaving that question up to each firm using the blank.

Mr. Whitacre made the prediction that the wide use of the uniform order blank would practically eliminate need for arbitration.

Woodhead on Inspection

In concluding his report on inspection services, First Vice-President Ben S. Woodhead uttered the dictum that the inspection of all lumber should be under the jurisdiction of some such body as the

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J. H. Burton, Re-elected President



Ben S. Woodhead, Re-elected First Vice-President



L. R. Putman, Managing Director

News from the National Capital

Recent Tax Decisions Explained

In spite of the wide publicity that has been given to the recent decisions of the Supreme Court on the question of the taxability under the Federal Income statutes of the gains from the sale of capital assets it appears that there still remains in the minds of many some confusion as to the net result of these decisions. This is due, doubtless to the fact that the ordinary business man has not the inclination nor time to carefully digest these decisions and the customary newspaper accounts at the time the decisions are rendered were hurriedly prepared and stated the principles in equivocal language, leaving certain doubts in the minds of readers. I shall attempt, therefore, briefly to state the principles established in these cases with a view to clearing up doubts and uncertainties. The cases decided, dealing with sales of capital assets were four in number. I will treat them separately:

Case No. I.

The Merchants' Loan and Trust Company as Trustee of the Estate of Arthur Ryerson, Deceased v. Smutanka, Collector of Internal Revenue.

This is known as the "Ryerson" case. Arthur Ryerson died in 1912 leaving among other property certain shares of stock in the hands of the Merchants' Loan and Trust Company as Trustee. The Trustee was to pay the income from those stock to the widow of Mr. Ryerson during her life and thereafter to certain children until each became twenty-five years of age, at which time the property was to be divided. The Trustee was given fullest dominion over the property and made final judge as to what was income to be paid over to the beneficiaries and what was to remain a part of the estate until final distribution, except that the will provided that stock dividends and accretions of selling values should be considered principal and not income. Below I show graphically the transaction to illustrate the principles announced:

Cost prior to March 1, 1913	Value on March 1, 1913	Selling Price March, 1916
Not shown but apparently less than the March 1, 1913 value	\$561,798.00	\$1,280,996.64

Income tax was collected on the difference between the March 1, 1913, value and the selling price. The ground of protest against payment of this tax was that this difference represented merely an appreciation in the value of the capital assets of the estate and was not income within the meaning of the Sixteenth Amendment, and could therefore not be constitutionally taxed without apportionment as required by Section 2, clause 3 and by Section 9, clause 4 of Article I of the Constitution. The contention was based on two principal grounds: (1) This taxpayer was not engaged in the business of buying and selling property and therefore any increase in the capital of the estate resulting from a conversion of a part of the assets to cash resulted merely in an accretion to the capital itself. In support of this there was reference made to decisions dealing with interests of life tenant and remainderman in gains derived from invested capital, which discussions the court found of little value for the purpose of this case: (2) It was not the intention of the framers of the Sixteenth Amendment that such gains be treated as taxable income.

The Court held, however, that the difference between the March 1, 1913, value and the 1917 selling price was taxable income.

The case further affirms the principle which has been followed by the department that the difference between the March 1, 1913, value and the later selling price of property acquired prior to March 1, 1913, is taxable income provided the value prior to March 1, 1913, was less than that on March 1, 1913. In other words, where property acquired prior to March 1, 1913, is sold subsequent to that date at a price in excess of the original cost, the increase in value accruing subsequent to March 1, 1913, is taxable income when realized. This was decided upon the wording of the 1916 Act as amended by the 1917 Act. The decision is clearly binding, not only as to transactions coming under those two Acts, but also to transactions coming under the 1918 Act. It is also clear that the principle applies to income of individuals and corporations as well as to that of a Trustee.

Case No. II.

David M. Goodrich v. Edwards, Collector of Internal Revenue.

This case involves two transactions which will be treated under two subdivisions (a) and (b):

(a) The first transaction was a sale of stock which may be indicated graphically thus:

Cost prior to March 1, 1913	Value on March 1, 1913	Selling Price in 1916
\$500	\$695	\$13,931.22

Here there is the same situation as in Case No. I and the court held that the result of the decision in Case No. I applied to this transaction. The transaction was a sale of stock which may be indicated graphically thus:

Cost prior to March 1, 1913	Value on March 1, 1913	Selling Price in 1916
\$500	\$148,625.50	\$276,150.00

The income tax act in effect during 1916 stated:

For the purpose of ascertaining the gain derived from the sale or other disposition of property, real, personal, or mixed, acquired before March 1, 1913, the fair market price or value of such property as of March 1, 1913, shall be the basis for determining the amount of such gain derived."

Substantially the same provision applies from 1916 on in the later acts and what is said here clearly applies equally to transactions under the later acts.

In this case a tax had been collected on the difference between the March 1, 1913, value and the selling price, but at the trial before the Supreme Court the Government confessed error and agreed that inasmuch as the selling price was less than the original investment, there was no gain to be taxed. The net result of this transaction was a loss of \$22,253.75. It does not appear that any claim for a right to take a deduction from the amount in the year of the sale was made and this fact is not mentioned in the opinion.

The principle established by this case is that the March 1, 1913, value is ignored in such a transaction as this one where viewing the transaction as a whole there is no net gain. To state the principle more broadly, where the March 1, 1913, value represents an accrued loss, a subsequent sale results in a taxable net gain only in the event such selling price exceeds the original cost.

Case No. III.

James J. Walsh, Collector of Internal Revenue v. Frederick L. Worcester.

This case involves two principal transactions which will be treated under two subdivisions (a) and (b):

(a) The first transaction involves a sale of bonds which may be indicated graphically thus:

Cost prior to March 1, 1913	Value on March 1, 1913	Selling Price in 1916
\$191,000.00	\$151,845.00	\$191,000.00

The court here held that inasmuch as the selling price was the same as cost prior to March 1, 1913, there was no taxable income. This follows the principle laid down in Case No. II (b) above.

(b) This transaction involved also a sale of bonds which may be indicated graphically thus:

Cost prior to March 1, 1913	Value on March 1, 1913	Selling Price in 1916
\$231,300.00	\$164,480.00	\$276,150.00

The court held that the only taxable income was the difference between the original cost and the selling price carrying the principle of the Goodrich Case, No. II (b) above, one step farther, so that the principle there established may now be stated thus:

When the March 1, 1913, value represents an accrued loss, a subsequent sale results in a taxable net gain only and to the extent only, that such sale price exceeds the original cost.

Case No. IV.

Hillsdale Coal and Mining Company v. Magor, Collector of Internal Revenue.

The facts in this case are very similar in principle to those in Case No. I which it was held controlled and need not, therefore, be further discussed.

The "La Belle Iron Works" Case

The case now before the Supreme Court which is of the greatest interest to taxpayers is *La Belle Iron Works v. The United States*.

This case involves the question of invested capital which is a very technical subject and for this reason the exact points involved have become confused. I shall attempt to briefly outline the points which it is hoped will be decided in this case, with the thought that when the decision is handed down those interested will more readily understand the effect of the holding of the court.

The La Belle Iron Works, a corporation organized in 1875 in West Virginia, acquired ore lands prior to the year 1904 for the sum of \$190,000.00. Extensive exploration and development work was carried on and it was proved that the land contained large bodies of ore so that between 1904 and 1912 the property increased in known value to \$10,105,400 and,

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THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

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We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH		QUARTERED TUPELO		QTD. FIG. RED GUM	
1 to 1 FAS	10 cars	1 FAS	1 car	1 No. 1 Common	1 car
1 No. 1 Common	10 cars	PLAIN TUPELO		QUARTERED WHITE OAK	
1 No. 1 Common	5 cars	1 No. 1 Common	10 cars	1 No. 1 Common	1 car
1 No. 1 Common	5 cars	1 No. 2 Common	5 cars	1 No. 1 Common	5 cars
1 No. 1 Com & Btr	8 cars	1 No. 3 Common	3 cars		
1 No. 1 No. 2 Com	5 cars	5/4 No. 2 Common	1 car	PLAIN RED GUM	
WILLOW		COTTONWOOD		1 No. 1 Com & Btr	8 cars
1x15 to 17 Box Bds	1 car	1 No. 1 Common	10 cars	1 No. 1 Com & Btr	5 cars
1 No. 1 Common	10 cars	1 No. 2 Common	15 cars	1 FAS	5 cars
1 No. 2 Common	10 cars	5/4 FAS	5 cars	1 No. 1 Common	8 cars
1 No. 2 Com & Btr	10 cars	5/4 No. 1 & No. 2 Com	10 cars	5/4 FAS	5 cars
1 No. 2 Com & Btr	10 cars	6/4 FAS	5 cars	5/4 No. 1 Common	10 cars
2 No. 2 Com & Btr	10 cars	6/4 No. 1 Common	5 cars	QUARTERED SAP GUM	
CYPRESS		6/4 No. 2 Common	12 cars	1 No. 1 Com & Btr	15 cars
1 FAS	1 car	BLACK GUM		2 No. 1 Com & Btr	8 cars
1 Select	1 car	1 No. 2 Com & Btr	1 car	3 No. 1 Com & Btr	2 cars
1x4, 6, 8, 10, 12 No. 1 C	8 cars	PECAN		QUARTERED RED OAK	
1x4 to 12 No. 2 Common	5 cars	1 Log Run	3 cars	1 FAS	3 cars
1 Select & Shop	5 cars	6/4 Log Run	5 cars	1 No. 1 Common	5 cars
2 Pecky	2 cars	2 Log Run	7 cars	1 No. 2 Common	5 cars
2x6 No. 1 & No. 2 Com	2 cars	SOFT ELM		5/4 No. 1 Com & Btr	5 cars
2 FAS	2 cars	3 4 Crating	8 cars	QUARTERED RED GUM	
10 4 Select & Btr	2 cars	6 4 Log Run	1 car	1 FAS	5 cars
3 Select & Btr	1 car				
4 Select & Btr	1 car				

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as alleged, the property at all times from 1912 to 1917 had a value of not less than this sum. In 1912 the company capitalized the ore property on its books at \$10,105,400 and in the same year the old stock of the company, consisting of a par value of \$9,915,400, all of one class, was called in; the charter amended by making the amount of the authorized stock \$10,000,000 par value of common stock and \$10,000,000 par value of preferred stock. When the old stock was turned in each stockholder received in exchange one share of the new common stock and one share of the new preferred stock for each share of his former stock.

The Income Tax Act concerned in this case is the Act of October 3, 1917, which provided, under Title I, for the taxing as an income tax of certain percentages of income of corporations, and individuals. Title II of this Act provided for the levying of an excess profits tax on individuals and corporations. The theory of this excess profits tax was that after allowing a fair return of not less than 7 per cent nor more than 9 per cent upon invested capital, all the balance of the income should be subject to "excess profits tax," the rates of tax running up to 60 per cent. From this it will be seen that in the invested capital of the taxpayer was large enough so that the net income did not exceed the 7 or 9 per cent on such invested capital, then there were no excess profits to be taxed. It was, therefore, important that the invested capital of taxpayers be made as large as possible.

The term "invested capital" is defined in Section 297 of the 1917 Act which provides, to state the law, briefly that "invested capital" includes:

I. Actual cash paid in.
II. Actual cash value of tangible property paid in other than cash, for stock or shares in such corporations at the time of such payment (but in cases such tangible property was paid in prior to January 1, 1914, the actual cash value of such property as of January 1, 1914, but in no case to exceed the par value of the original stock or shares specifically issued therefor); and

III. Paid in or earned surplus and undivided profits used or employed in the business, exclusive of undivided profits earned during the taxable year.

Article 47 of Regulation 41 relates to the "excess profits tax" and provides that "excess profits" when paid in for stock or shares in a corporation will be regarded as tangible property paid in.

The Government takes the attitude that to determine whether or not this corporation made "excess profits" in 1917 the "invested capital" so far as the property turned in for stock is concerned cannot, under the law, exceed the par value of the old stock issued, or \$9,915,400.

The contentions of La Belle Iron Works are as follows:

I. The company is entitled to include as paid in or earned surplus and undivided profits the increase in the value of the ore lands.

II. The stock of the company consisting of common stock par value \$9,915,400 and preferred stock par value \$9,915,400 a total of \$19,830,800 issued in 1912 was fully paid for either by (1) the tangible assets, including the ore lands at their increased value, or (2) the certificates of the old common stock. In either case tangible property was paid in for shares with an actual cash value equal to \$19,830,800 and the company is entitled to include the full amount in its invested capital.

Part I is the contention for which it is generally understood this case stand, as a test case and that is that the taxpayer has a right to include in invested capital the appreciated value of capital assets used in his business.

My principal reason for stating as I have the facts in the La Belle Iron Works case is to correct what appears to be the general impression that the first contention stated above is the only point at issue; whereas, the fact is that the second contention is a very important one and it is possible that the case will be decided entirely upon the second contention, ignoring contention No. 1.

Inasmuch as this case has been submitted to the Supreme Court and is pending a decision it would be ethically improper to enter into any discussion of the merits at this time. The statement here made, as indicated above, is merely to place before the reader in a brief form the points covered by the case.

(Signed) F. C. BOYLE.

CHAS. H. B. M. CRAWLEY, Counsel

May 7, 1921.
Washington, D. C.

Northern Wholesalers Are Confident

Members of the National Hardwood Lumber Association, both as applying to northern and southern lumber, were actually reviewed at the spring meeting of the National Hardwood Lumber Association, held in Milwaukee, Wis., May 1-3, 1921. Some twenty-five members were in attendance, and the meeting was presided over by Theodore T. Jones of Minneapolis. In the absence of Secretary J. E. Andrews of the Stevens Jarvis Lumber Co., Eau Claire, Wis., acted as secretary.

Manufacturers
of
SOUTHERN HARDWOODS

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Red Gum

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Elm

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Tupelo

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MAIN OFFICE
JACKSONVILLE, FLORIDA

The conclusion of the analysis of the market situation was that the producer and distributor of northern hardwoods have little to fear. They are, as a rule, in a stronger position financially than the southern operator, and if they will only "sit steady in the boat" can carry their lumber through to a period where it will not be necessary to sell at sacrifice prices.

The meeting went on record as rejecting the hardwood sales code proposed by the Lumbermen's Club of Memphis for adoption at the annual meeting of the National Hardwood Lumber Association. The suggestion of the Lumbermen's Association of Chicago was followed in this action. The wholesalers were of the opinion that the code would work hardships on the wholesaler and make his selling harder because of the difficulty of persuading his customers to accept it. A. H. Ruth of the G. W. Jones Lumber Company, Chicago, was selected to present the association's views on this subject at the Philadelphia convention.

The work of Payson Smith of Minneapolis, Minn., as a director of the National Hardwood Lumber Association representing the northern territory, was endorsed and his re-election recommended. This action was taken on a motion presented by Mr. Timlin and seconded by G. A. Vangsness of the Vangsness Lumber Company of Chicago.

The fixing of the date for the summer meeting was left to the discretion of President Jones. The customary date is the second Friday in August, but inasmuch as the next month or two may bring important changes in conditions, it was thought probable the president might want to call the wholesalers together in July.

(Continued from page 21)

National Lumber Manufacturers Association, the regional associations functioning on inspection rules only where technical questions peculiar to the woods represented by them are involved. He declared that he intended to present this idea to the officers and directors of the National Lumber Manufacturers Association. Such admin-

istration of inspection, he said, would minimize the cost, which is imperative, as inspection cost is now too high. Mr. Woodhead explained that his proposal for the central administration of inspection rules did not come from a desire to criticize the inspection methods of the regional association, but was suggested purely for reasons of efficiency and economy.

He reported that efforts to make arrangements with the Southern Pine Association for use of its inspection service had not proved successful, but that he thought inspection service would be promised the members within the next twelve to eighteen months.

The opportunity that the American Wholesale Lumber Association has in the present day field of business was thrown into strong relief by L. R. Putman, directing manager, in his annual report. Mr. Putman showed that the slogan and aim of his association, "Efficient Distribution," has become the great economic need of the world. "Efficient distribution is the greatest problem now confronting the civilized world," he said. "Until a few months ago production and more production was the battle cry of commerce.

"At the Ninth Annual Convention of the Chamber of Commerce of the United States, held in Atlantic City last month, the best posted business men in this country presented their views. It was their unanimous opinion that an over-production of every important commodity was strongly in evidence throughout the land. It was the further opinion of these men that this over-production and a consequent lowering of prices may necessarily be expected to continue for some years to come.

"It is, therefore, both fitting and imperative that the efficient distribution of lumber and wood products should receive the careful study and thought anticipated by this, the first annual convention of the American Wholesale Lumber Association, whose slogan is efficient distribution."

The annual report of Fred Larkin, assistant secretary, met with an ovation from the members.

POWER LOGGING AND LUMBER HANDLING

Appalachian Logging Methods

"The general methods of logging and cruising of the territory," is mentioned first by E. A. G. of the Sandusky, N. C., in his discussion of methods in an original paper on "Logging: Power Equipment and Methods," which he delivered on April 29 at the meeting of the Appalachian Logging Congress in Cincinnati, O. This portion of the paper continued:

First, in cruising a territory that you will know the relation that any one part bears to the whole. This is important for the reason that, in mountainous regions where high lines of railroad are frequently used and the expense of reaching the proper elevation is great when once this elevation is reached you should come to each high line every available foot of timber that can be logged to it efficiently. Again, it is often true that once having gained an elevation, timber in another drainage is often accessible. The extension of a high line already secured. I know of an instance where a mill did practically nothing for eighteen months while seven miles of the hardest kind of railroad building was being driven through up an adjoining drainage along the stream, when three-quarters of a mile of easy construction from a high line that they had abandoned and taken out would have put them across the divide and into the timber. They had not done careful, persistent and methodical cruising from an operating standpoint. You have got to know your country, know it better than any citizen who was born in it and hunted over it for years. He knows the drainages and landmarks; you must know these and all the side drainages, the elevations, bumps and knobs. You have got to know it until you can sit down in your woods shack and make a sketch map of it from memory. Then you have to have the nerve to back your judgment as to the proper location of railroad and assume the responsibility for it. In opening up a new territory of one hundred million feet or more this means the expenditure of about a quarter of a million dollars of some one else's money; naturally we want to be sure we are right before assuming a responsibility like this. Decisions like this are based on logging engineering.

I have often heard the question asked, what is a logging engineer? A logging engineer is one who can combine facts, figures, men and money and get the logs into the pond at a price that they can be sawed up and the lumber sold at a profit. A man may have a first class technical education and be as smart as a whip and be handling the transit in the woods, but he is not a logging engineer until he can combine facts with figures, men with money, make his plans months ahead and have them work out. The print which you have in your hands, gentlemen, represents logging operations laid out eighteen months ahead; before this work was done the cruising which I emphasized earlier had to be done. The same engineer who handles the railroad work laid out these logging operations and made the map. It costs, in the exceedingly rough country in which we are operating, between fifteen and eighteen cents a thousand feet to do this work. You will note that all team work is located, skidder sets, camp sites and railroad. Each skidder set is lettered and team work is specified; each unit of operation, skidder set or team work, is listed and the number of feet cruised for that set or team work is credited to that unit for operation. The cost of railroad to operate these various units is figured per thousand feet based on these cruises. The cost of engineering for each unit of operation is charged to that unit, as is also the cost of cutting timber and the cost of skidding. Scaling is done behind the cutters on a unit of operation, and when a unit is cut we have the actual feet log scale, and if this is more than our cruise our cost will be less than our figures, or at least we will have some leeway for grief. If the scale is less than our cruise, we feel sick, because explanations are in order, but the great majority of our unit operating cruises hold out, and this is as it should be, because when you go into a territory to spend money, if you want to keep your credit right, you want to be sure that you get out of the territory all the timber you figure on. I have been asked, what do you mean by an operating cruise? I believe the phrase originated with us, and by it we mean that the cruise is safe from an operating standpoint. For instance, a contemplated skidder spur 2,600 feet long is estimated to cost \$6,000. The skidder set on the end of this spur will gather in "operating cruise" 6,000,000 feet, or cost of the spur \$1 a thousand feet. You build the spur and it costs you \$5,500, when you have the log scale of the timber cut on this set you find it scaled 6,750,000 feet, or the spur cost you \$0.82 a thousand feet. You made previously the statement to your principals that the spur would cost \$1 a thousand feet. Owing to the fact that you made a safe operating cruise you are able to report that the spur cost you \$0.82 a thousand feet. The facts are the

topography of the country you are working in, the equipment you are working with, etc. The figures are the costs compared with your estimates. Much depends on the logging engineers' estimates, as others figure on them when once the logging engineer gives them out. So use an operating cruise, which is a safe cruise in basing your estimates of cost per thousand feet.

After the logging engineer has combined his facts and figures, or taken the topography of the country and his equipment into consideration, made his plans in accordance therewith and compiled his estimates, he is now ready for the combination of men and money with which to make his plans work out and his estimates good. The first class logging engineer will know at all times what each particular unit of operation is costing; not at the close of each month, but from day to day. We are using a system which we devised ourselves that enables us to know each day what was spent in the way of labor (money) at each unit of operation and also the number of thousand feet of logs that each unit handled. The foreman of each unit turns the time in daily to the office on a time sheet, reporting for each man the hours worked, the rate and the occupation, and makes on this sheet a complete distribution of the hours worked. From this a daily labor report is made up, and from this a report of the cost of labor for the day in his department is given to each department head. To determine the amount of feet of logs each skidding unit handles each day we follow this system: The only scaling done in the woods is done behind the cutters, and this scale shows the final total pieces of logs and the final total number of feet on each unit of operation; from this we get the average number of logs to the thousand feet for any given unit of operation and each skidding unit reports daily the number of pieces of logs they bring to the track; the average number of logs to the thousand feet, determined by the scale behind the cutters, divided into the pieces of logs gives the number of thousand feet of logs skidded. As the logs are loaded out the train conductors report daily the number of pieces of logs that are loaded from each unit of operation. As an illustration of how this works out and how it checks one piece of work against another, I pass around a form we call "Unit Logging Report." Note the following:

The number of feet operating cruise is placed on this form; the pieces of logs and feet as turned in by the scaler; the pieces of logs as turned in by the skidding forces; the pieces of logs as turned in by the train forces.

Any wide discrepancies in any of the above shows that something is wrong. A log inventory is kept and a full report made up each month for this log inventory. In other words, we do not wait for any one unit of operation to finish before making a check, but check on all of them each month. A unit logging cost statement is made up from the above and this statement is turned over to the wood's superintendent each month, so that he may keep track of his costs. We make a point of advising every foreman of the cost of his operation and they seem interested and pleased to get it. Any system to be truly effective must be elastic enough to meet all conditions that it is installed to keep track of. The operating map which you hold in your hand we call our "General Plan of Operations," and it does not mean that once laid out it has to be rigidly adhered to, but rather that it is the plan that we are working from and trying to improve, and as a matter of fact we do improve it. The great strength of the system lies in the fact that there is a decided upon "General Plan" months ahead for all to work to and nothing in the air. Wood's superintendents, foremen of machines and camps, anyone's suggestions are welcomed for improving this general plan of operations.

We follow the same course in railroad construction and now have for the entire operation the preliminary surveys for main line logging railroad and all spurs made and mapped with notes on same as regards the construction conditions. This also serves as a general plan for the railroad work, which during the many subsequent cruises we will make of the territory we will no doubt be able to improve.

A summary of methods would appear as follows:

FACTS: The topography of the country, stand of timber to the acre and quality of timber, the equipment. From these you make your general plan for construction of main line railroad and spurs and your general plan for units of operation.

FIGURES: Your estimates of stand of timber, operating cruises, your estimates of cost of railroad construction, logging and transportation.

MEN: The kind and quality that you are going to have work with you; the kind of men is governed by the equipment you use.

MONEY: The compensation you give the men for working with you, not only to do the work, but to strive with you to make good the facts and figures you have handed out.

KNOXVILLE

*The Leading Producing & Distributing Market
of the Southern Appalachian Hardwood Region*

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Nationally Known for
Satisfactory Service

American Lumber & Export Co.

Andes Lumber Co.

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Blue Ridge Tie Co.

W. F. Cale Lumber Co.

Frampton-Foster Lumber Co.
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J. M. Logan Lumber Co.

Maples Lumber Co.

J. A. Rayl, Athens, Tenn.

Rayl-Jones Lumber Co.

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Kimball & Kopcke Co.

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Our Specialty Is **AMERICAN WALNUT** **Lumber and Veneers**

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

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(Continued from page 20)

and the license tax on the conduct of the lumber business might be declared unconstitutional.

Fifth—The chief difference between the old Capper Bill and the present one is in the taxation provisions. The new Capper Bill seeks to enforce the cutting regulations which will be prescribed under the act by imposing an additional tax of \$4.95 a thousand feet on all forest products produced otherwise than in accordance with such timber cutting regulations.

That is, a tax of five cents a thousand feet will be levied on all forest products, however cut. A tax of five dollars would be assessed against all such products as have not been cut in accordance with the regulations.

Sixth—The revised bill makes no mention of authorizing combinations in the forestry industries where such combinations would be in the interest of greater production and marketing of forest products, nor does it give authority to the Forest Service itself to engage in logging operations, lumber manufacturing, etc., in the national forests.

The provisions may have been omitted because they are controversial, have no direct bearing upon the essential forestry principles contained in the act, and would probably store up opposition to the bill among those who are opposed either to large industrial combinations or to the United States government engaging in an industrial enterprise.

Pertinent Information

April Statistics Show Substantial Building Gain

Building permits for April, 1921, issued in 201 cities, as officially reported to The American Contractor, total \$152,100,005. The increase in activity which has been apparent during each succeeding month of this year is visualized by a comparison of the above total with the January total of \$62,150,161 from 203 cities. This is a 144.7 per cent gain, giving January the advantage of two cities. February permits from 196 cities totalled \$96,493,229, and March statistics from 184 cities totalled \$124,450,629.

April, 1920, was the peak month of activity last year, and permits issued in the same 201 cities as reported for this year totalled \$200,234,263, showing a 24 per cent loss from last year's fourth month activity. However, the number of permits issued during April of this year (54,162) is a substantial increase over the number issued during April, 1920 (46,785), thus

showing a more widespread manifestation of activity for this year. It is probable that due to lessened cost of construction the 24 per cent loss in dollar valuation for this year is overdrawn when converted to footage comparison.

There are spectacular increases over March in Chicago which jumps from \$7,320,000 to \$15,198,000; in Baltimore, which jumps from \$2,673,720 to \$8,305,200, and Cleveland, from \$4,673,675 to \$8,470,525. Detroit permits drop from \$6,297,397 and Kansas City permits from \$1,037,900 to \$757,750.

Statistics from the fourteen cities (Baltimore, Boston, Chicago, Cleveland, Detroit, Kansas City, Los Angeles, Minneapolis, New Orleans, New York (five boroughs), Philadelphia, Pittsburgh, San Francisco and Seattle), which furnish The American Contractor basis for long time comparisons, total \$86,913,109 as against \$69,444,662 for March, \$61,872,467 for February, and \$34,240,000 for January. According to these figures the per cent of gain for February over January is 80.7; the gain of March over February is 10.5 per cent, and the gain of April over March is 25.2 per cent. The per cent gain of April over January is 153.9.

The super normal month of April, 1920, is the only month in the last eight years which has exceeded current April in money valuation of permits.



Superior Quality Hardwood Lumber

COMMON ASH

4/4 No. 1, 2, and 3.....	3 cars
4/4 FAS	1 car
6/4 No. 1 Com. & Btr.....	2 cars
6/4 No. 2 Com.	2 cars
8/4 No. 1 Com. & Btr.....	4 cars
8/4 No. 2 Com.	2 cars
10/4 No. 2 Com. & Btr. 15% No. 2.....	2 cars
12/4 No. 2 Com. & Btr., 15% No. 2.....	1 car
4/4 No. 1 Com. & Btr.....	1/2 car
Mixed narrow and wide Gum Box boards	1 car

SAP GUM

4/4 FAS	1 car
4/4 No. 1 Com.	5 cars
4/4 No. 2 Com.	3 cars

RED GUM

4/4 No. 1 Com.	2 cars
5/4 No. 1 Com.	3 cars

QTD. RED GUM

5/4 No. 1 Com.	2 cars
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RED OAK

4/4 FAS	2 cars
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QTD. WHITE OAK

4/4 No. 2 Com. & Btr.....	3 cars
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QTD. RED OAK

4/4 No. 2 Com. & Btr.....	1 car
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WORMY OAK

4/4 Sound	3 cars
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PLAIN RED OAK

3/4 No. 1 Com. & Btr.....	3 cars
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MIXED OAK

12/4 No. 2 C&B, 15% No. 2.....	2 cars
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ELM

6/4 No. 2 Com. & Btr.....	3 cars
10/4 No. 2 Com. & Btr.....	3 cars

Manufacturers and Wholesalers of Southern Hardwoods

A. M. RICHARDSON LUMBER CO.
HELENA, ARKANSAS

Boston Representative: D. A. WEBSTER, 80 Boylston Street, for quick service on places east of Buffalo

MAHOGANY

THE
FREIBERG
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Offices and Mill at
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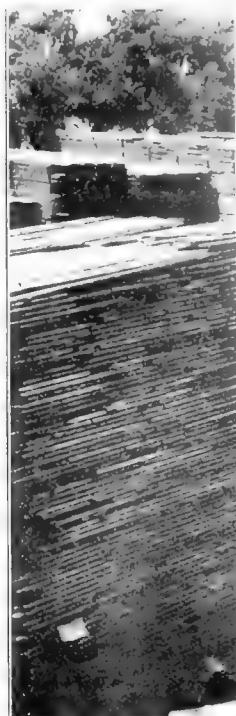
Saw and Veneer Mills
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GRAND RAPIDS
Geo. A. Baker
Hotel Cady

LUMBER AND VENEERS

THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



Prominent Hardwood Lumberman Dies



R. H. Vansant

One of the outstanding figures of the hardwood lumber industry was removed with the death of Rufus Humphrey Vansant, president of Vansant, Kitchen & Company of Ashland, Ky., on May 12. Mr. Vansant was 69 years old at the time of his death, which followed a short illness.

Mr. Vansant was one of the organizers of the old Hardwood Manufacturers' Association and was twice its president. This is the organization out of which developed the American Hardwood Manufacturers' Association.

He was a director of the Ashland (Ky.) National Bank and a dominant figure in the Democratic party of Kentucky, having been campaign chair-

man for the late Governor McCreary. He was one of the state, central and executive committees of his party. His business interests were extensive outside of Ashland. In the fall of 1919 he purchased the old Conasauga plant at Conasauga, Tenn., which was a large boundary of timber in Tennessee and Georgia. The plant was closed along with the date lines and Mr. Vansant's sons, H. H. and J. H., took charge as managers and controllers.

The powerful company of which he was the head until the day of his death was established by Mr. Vansant in 1894. He was a prominent organizer

of the Ashland Hardwood Lumber Company of which Harold Vansant, his eldest son, is president and manager.

In addition to playing a leading part in hardwood lumber association work for many years, Mr. Vansant was a Mason and a Knight Templar.

Mr. Vansant was a native Kentuckian, having been born in Morgan (now Elliott) county in that state, Sept. 8, 1852. In 1879 he was married to Anna V. Hannah, who survives him with four children: Maxie, Harold, Campbell and Virginia. Two brothers also survive: Jonas of Ashland, Ky., and John of Elliott county. One sister, Mrs. J. Hall, lives in Huntington.

The funeral was conducted by the Knights Templar at the family residence in Ashland on May 14, the Rev. Paul Powell of the Methodist Episcopal church officiating.

No One Wins Guessing Contest

At the meeting of the Buffalo Lumber Exchange by way of entertainment and general interest, a list of twenty-four specimens of polished hardwoods was exhibited by F. Chase Taylor, of Taylor & Crate, as part of the variety carried by that yard. The members in attendance were invited to guess as to the sorts. The woods shown were as follows: Cottonwood, chestnut, poplar, basswood, red birch, mahogany, white ash, black ash, beech, cherry, butternut, walnut, cypress, quartered red oak, quartered white oak, plain white oak, plain red oak, hard maple, soft maple, plain red gum, white birch, hickory, elm and white pine. Mr. Taylor did not happen to have any samples of yellow pine, sycamore or sap gum, or he would have added those. President H. L. Abbott said by way of encouragement that Secretary John S. Tyler would furnish a meal to the members who came nearest to guessing the list complete, but doubt was thrown upon the results, because some of the guessers conferred together, and even at that the best of them did not come within two or three of the complete list. The secretary therefore responded by not doing so.

Hardwood Bulletin Is Started

The American Hardwood Manufacturers Association now has an "official communiqué." This four page publication was issued for the first time on May 15 and is called "Hardwood Bulletin." According to the "introductory" the publishers of the bulletin have "no aspiration to enter the already large field of houseorgans, service letters, trade reports," etc., but merely desire to create "an appropriate medium for the publication of information of general interest to the industry, as may come under their observation."

Piano Builders Hold Convention

Association Adopts Labor Principles of National Association of Manufacturers and Pledges Support to Music Industries Chamber of Commerce

Among the most important actions consummated by the National Piano Manufacturers' Association of America, meeting in twenty-fifth annual convention at the Drake Hotel, Chicago, May 9 and 10, were the indorsement of the labor platform of the National Association of Manufacturers of the United States, the pledging of \$30,000 to the support of the Music Industries Chamber of Commerce and a declaration for the repeal of the excise tax on pianos and other musical instruments through the passage of the Smoot Bill.

The convention was held as a part of the great convention of the members of the Music Industries Chamber of Commerce.

The convention also voted in favor of holding the next annual meeting in New York City.

Carle C. Conway of New York, the Hallet & Davis Company, was elected president, succeeding Otto Schulz of Chicago, the M. Schulz Piano Company.

At the annual banquet, which was held in the French room of the Drake on Tuesday evening, May 10, Mr. Conway had the following to say relative to current conditions in the piano industry:

"We have seen a sellers' market for the past two years. Socrates gave good advice to beware of the grape which exhilarated, but which had its after effects of depression. We shall, I hope, hold a part of the ground we have gained. The dealers must learn that there is nothing in a demoralized market for them any more than for us. We don't wish to go backward, but forward, and we must build up the industry as never before.

"We may congratulate ourselves on the present situation as regards the association. I can remember that the business of four or five years ago was to raise enough money to take care of the deficit at the end of the year. When I turned over the treasuryship of the association there was \$4,000 in the treasury. Now the Chamber of Commerce has a budget for the coming year of \$129,000. The great thing for us now is all to pull together.

"I am perfectly delighted with this convention. I don't know how we will equal it next year. Mr. Lawrence has well called it a 'house party.' But you may be sure of a hearty welcome next year."

This banquet was presided over by former President Schulz and over one hundred manufacturers and their guests attended.

Officers and Committees

The following other officers were elected with Mr. Conway to serve during the ensuing year: Vice-president, C. C. Chickering, Chicago; second vice-president, Mark P. Campbell, New York; secretary, James T. Bristol, Chicago; treasurer, Charles Jacob, New York.

The following new committees were announced by Mr. Conway: Executive committee: Eastern States, D. D. Luxton, E. S. Payson, Kirkland H. Gibson; Middle States, Max De Rochemont, Paul B. Klugh, W. V. Swords; Western States, James F. Bowers, Otto Schulz, T. L. Powell.

Finance committee: William B. Armstrong, R. B. Aldcroft, A. G. Gulbransen, R. W. Lawrence, George J. Dowling, A. M. Wright, B. H. Janssen, George Miller, J. A. Coffin.

Nominating committee: William M. Bauer, A. L. Bretzfelder,

and E. V. Jarrett.

Membership committee: W. B. Williams, chairman.

Traffic committee: W. B. Price, E. E. Conway, George B. Norris, Eugene Whelan.

Committee on internal waterways: N. A. Fegen, Walter Lane, Harry Schaff.

Committee on advancement of music: H. Paul Mehlin, C. M. Tremaine, Emil Wolff, W. H. Alfring, E. R. Jacobson, Louis P. Bach, W. E. Guylee, William L. Bush, J. F. Murphy, Carl E. Peck.

Committee on merchant marine and export: J. A. Coffin, S. N. Mayer, A. S. Bond.

Committee on conservation of natural resources: G. Ad. Anderson, G. W. Gittins, Gustave Behning, George Walter Stieff.

Committee on national legislation: Paul B. Klugh, E. B. Bartlett, J. Harry Shale.

Credit Bureau: James T. Bristol, J. W. Stevens, W. C. Whitney, L. D. Perry, William T. Miller.

Committee on vocational training: C. D. Bond, G. C. Kavanagh, W. C. Hepperla, Columbus Healy.

Committee on resolutions: Webster Janssen, Edmund Gram, A. S. Shoninger.

The following are the labor principles which the piano manufacturers unanimously adopted as their own:

"Declaration of labor principles of the National Association of Manufacturers of the United States of America.

"1. Fair dealing is the fundamental and basic principle on which relations between employees and employers should rest.

"2. The National Association of Manufacturers is not opposed to organizations of labor as such, but it is unalterably opposed to boycotts, blacklists and other illegal acts of interference with the personal liberty of employer or employee.

"3. No person should be refused employment or in any way be discriminated against on account of membership or non-membership in any labor organization, and there should be no discrimination against or interference with any employee who is not a member of a labor organization by members of such organizations.

"4. With due regard to contracts, it is the right of the employee to leave his employment whenever he sees fit, and it is the right of the employer to discharge any employee when he sees fit.

"5. Employers must be free to employ their work people at wages mutually satisfactory, without interference or dictation on the part of individuals or organizations not directly parties to such contracts.

"6. Employers must be unmolested and unhampered in the management of their business, in determining the amount and quality of their product, and in the use of any methods or systems of pay which are just and equitable.

"7. In the interest of employees and employers of the country, no limitation should be placed upon the opportunities of any person to learn any trade to which he or she may be adapted.

"8. The National Association of Manufacturers disapproves absolutely of strikes and lockouts, and favors an equitable adjustment of all differences between employers and employees by any amicable method that will preserve the rights of both parties.

"9. Employees have the right to contract for their services in a collective capacity, but any contract that contains a stipulation



Carle C. Conway of New York, Elected President

that employment should be denied to men not parties to the contract is an invasion of the constitutional rights of the American workman, is against public policy, and is in violation of the conspiracy laws. This association declares its unalterable antagonism to the closed shop and insists that the doors of no industry be closed against American workmen because of their membership or non-membership in any labor organization.

"10. The National Association of Manufacturers pledges itself to oppose any and all legislation not in accord with the foregoing declaration."

"The conservation of labor by the increased use of templates and forms," was one of the most important recommendations contained in the report of the committee of Conservation of Natural Resources, made to the National Piano Manufacturers' Association of America, in annual session at the Drake Hotel, Chicago, May 10.

The report was made by Mark P. Campbell, chairman of a committee comprising G. A. Anderson, A. J. Brooks and Charles E. Byrne. It was referred by the convention to the executive committee of the association with power to act.

The remarks of the committee relative to the labor question were especially interesting. "It has been stated, with more or less accuracy," the committee said, "that on reducing the piano to its basic terms it is about 15 per cent material and 85 per cent labor. Labor is truly one of America's natural resources, and it is within the power of every manufacturer in the United States to exert some influence towards the conservation of this particular resource—not only as a manufacturing expediency, but as a patriotic duty.

"Material is limited in its function; labor, as history shows, is unlimited in the efficiency to which it can go. By the employment of more templates and patterns and the addition of machinery, it will be possible to develop this resource. The improvement in dexterity will eliminate the necessity of high skill without affecting in the slightest degree the intrinsic value of the finished product."

The report further developed this thought into the suggestion "that immigration be not restricted as at present proposed, but on the contrary encouraged—of course, barring the physically incapacitated and those of bolshevistic turn of mind—bringing into America those who can be Americanized without the hyphen, and educating these people to work. If we were to make a doctor, we would educate him to that profession in order that he might produce the best results. Business colleges and schools specializ-

ing in economics have increased in number and matriculates since 1880 to a very surprising degree, because it was found necessary to educate people to do business. So with out immigrants, who will to a very large percentage be destined to work with their hands. They should be educated to work. The small minority of immigrants who possess greater ability than the ordinary will work out their own salvation without any assistance from others, and we need not, therefore, treat of this small minority here.

Takes Lead In 30 Years.

"America today is classed as one of the leading powers, and in another generation, if the immigration continues to flow in and those immigrants are properly handled, America will be, in our opinion, the leading nation without any competition. We have the resources, we will have the people, and we will have the producers. If America is to be robbed of this first position, the act will have to be accomplished inside of twenty-five years."

At this point in its report the committee delivered an opinion that unionism is not only of no benefit to employers, but that it actually militates against the welfare of the union worker, because, after all, the law of supply and demand controls the wages and other matters pertaining to labor regardless of unionization. The committee said: "The war just passed has given us some interesting figures on the wages of labor and unionism as a medium to better results. Unskilled, unorganized labor increased its wages 142 per cent over the pre-war level. Skilled labor, which had organized through the medium of its leaders, succeeded in raising the rate of its wages only 117 per cent, and practically every trade suffered the expense of a costly strike, which reduced their annual earning power. These figures in themselves are very significant, and to your committee is proof positive that wages are subject to the law of supply and demand. Labor is a commodity; the laborer is never a commodity. Admitting that unions do not in any way assist in the betterment, they should be very carefully watched so that they do not gain political power. We have only to look today to England, who was the leading nation of the world, and see her plight, due entirely to labor unionism. Australian laws, directed by the unions, have made it a very difficult country in which to manufacture, and in our own country the far west is coming somewhat under the control of the unions and is suffering from the manufacturers' standpoint.

Conservation of Materials

Relative to the conservation of materials the committee recommended first that the piano box or shook be re-used and in gen-

(Continued on page 48)



Reading from left to right—C. C. Chickering, First Vice-President; James T. Bristol, Secretary; Charles Jacob, Treasurer, and Mark P. Campbell, Second Vice-President

ALGOMA *the Better* Plywood



Admiration!

Admiration for his finished job inspires your workman to better craftsmanship.

Admiration for what you have to sell attracts the ready customer.

You can encourage admiration by the kind of plywood you use. Better matching of the grain—better surfacing—better gluing—better seasoning—more accurate cutting to each dimension—these are qualities of plywood which determine the quality and selling power of your product. For that reason, Algoma, the better Plywood deserves your consideration. Made in all sizes and shapes to fit your requirements. Investigate the economy of our stock-sized panels, which save on the cost through standardized manufacture. Let us give you estimates.



ALGOMA PANEL COMPANY, *Algoma, Wis.*



Perfect Drying ~ Always

Correct drying is the most exacting science in woodworking. It is consistently accomplished in Wood-Mosaic plants through the employment of recognized experts and exacting care in selecting kiln operators. So perfect has the Wood-Mosaic system become that it is able to furnish veneers *guaranteed* to specific moisture content and lumber dried correctly for the purpose intended. Our veneer and lumber dryers have all been selected after long experience and painstaking investigation. They are so constructed and arranged as to be adaptable specifically to the different requirements of any kind or thickness of stock. Their operation has been scientifically checked by laboratory experts and found correct. Four Textile dryers do the work in the veneer plants—twenty-one modern kilns in the lumber plants.

Wood-Mosaic hardwood lumber and veneers in walnut, oak and poplar are always in demand because of selected timber, splendid manufacture and always perfect drying.

WOOD-MOSAIC COMPANY

(INCORPORATED)

LOUISVILLE, KENTUCKY

Chicago Representative:
GEO. W. STONEMAN & CO.
845 West Erie Street

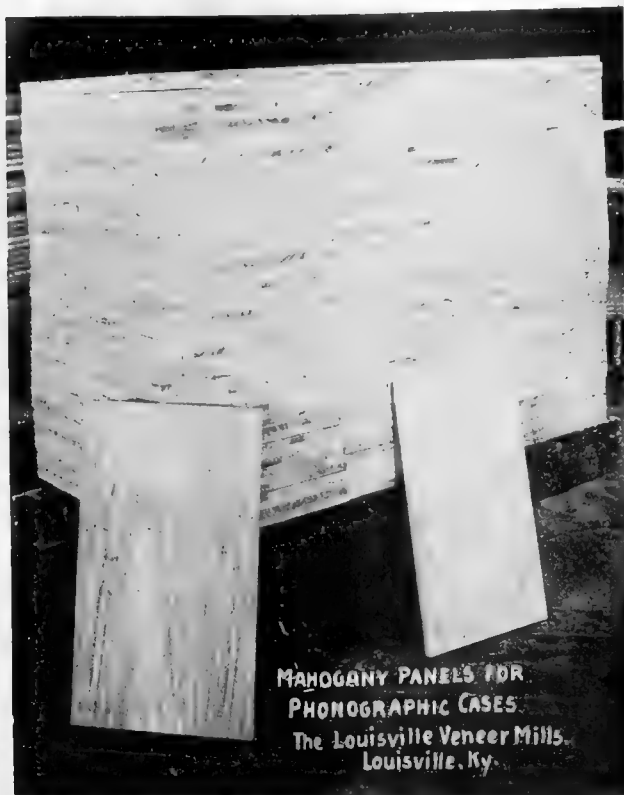
Grand Rapids Representative:
HECTOR ROBERTSON
232 Lyon St., N. W.



LOUISVILLE DIVWOOD

"MADE RIGHT" TO "STAY RIGHT"

LOUISVILLE PLYWOOD



Standard Specifications

"Louisville" Tops "AA" Grade

Construction	Figured Woods.
Faces	Carefully matched for figure and color; all joints glued; face veneer joints balanced, no clipper matching of indifferent figure and random widths; veneers clear and free from all defects; machine sanded, belt finished.
Face Crossing	One piece, clear stock, tight cut.
Cores	Mixed lumber cores not permissible; knots and defects all cut out; all pieces full length; no butt pieces; all joints tightly glued.
Back Crossing	Joints permitted when taped.
Backs	As ordered.

The Louisville Veneer Mills
Manufacturers Plywood from the Log
Louisville, Kentucky

AMERICAN WALNUT

Always A Quality Product

YET, just as there are grades of precious jewels, so there are variations in the degree of quality in Walnut. Based on our large list of satisfied customers and our unusual facilities for correct manufacture, our product can honestly be described as unexcelled. It is sold on guaranteed inspection, for prompt shipment and from a full selection of grades and thicknesses.

Frank Purcell Walnut Lumber Co
KANSAS CITY, KANSAS

MILLS, FACTORY,
OFFICES, ALL
CONCENTRATED
AT THE ONE POINT

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

(Continued from page 34)

erated by the straps G which are attached to the semi-circular blocks F. It will be seen that this raises the series of boards on the top side of the plates and lowers the bottom series simultaneously, the semi-circular blocks being attached to the shaft on the floor. H is bolted to F in order to get a good "bite" on the shaft. L is the pipe that feeds live steam into the plates and M is the drain. This is the arrangement as nearly as my friend could remember it but if some of your mechanical geniuses find something to criticise please remember that I am not publishing this with a view to starting a controversy but merely as a suggestion to some fellow who may require something of the kind. If you think you know a better way go to it, or better still, pass it along so we can have a look at it.

To use this drier slip your veneers in on the plates A and then bring the boards B into contact by means of the lever K. Now you will probably notice that the difference between the rig and a real drier is that you only have a hot plate on one side of your veneer, with a cold board on the other, whereas with the standard plate redrier you have a heated plate on both sides of the veneer. Then, of course, there is the matter of capacity so you will see why my friend emphasized the fact that it was a substitute.

Nevertheless, for a plant with a minimum amount of redrying to do this machine should fill the bill nicely. There is one more point I would like to discuss and that is the one that led up to the machinery man's remark about the funeral. What kind of metal should be used for the hot plates? One suggestion was boiler plate but I think boiler plate would be absolutely unnecessary. It is not as if there would be any great pressure of steam for a drier; no more in fact than on a glue boiler and these are made of cast iron. I think it would be perfectly all right to have patterns made and have the plates cast at the foundry, then have the necessary machine work done so that the two halves would fit together closely. This is just a point that came up in my

mind and I would advise any person interested in a drier of this kind to look into the matter unless they are competent to decide offhand for themselves.

Pleas of Not Guilty Entered

Charles E. Morrice, of Peru, Ind., former sales manager of the IXL Furniture Company, of Goshen, Ind., and Willis D. Widner, of Auburn, Ind., formerly production manager of the company, who are charged with conspiracy to violate the revenue act of 1918 in Federal court here, entered pleas May 7 of not guilty. Benjamin F. Deahl, president of the company, indicted on the same charge, entered a demurrer to the indictment. Deahl was represented in court by Samuel Ralston, former governor of Indiana and one of the most prominent attorneys of the state. The Federal case arose out of testimony in criminal cases tried in the state courts some time ago in which Charles E. Morris was acquitted on charges of embezzlement and larceny connected with the funds of the plant.

Furniture Man Dies from Injuries

Orange Ives, assistant superintendent of the Tindall-Wagner Furniture Company, Shelbyville, Ind., died at his home recently from injuries he received in an automobile accident which occurred May 15 at a culvert three miles north of that city. Mr. Ives did not regain consciousness following the accident, his death being caused directly from a fracture at the base of his skull. The automobile in which Mr. Ives was a passenger was crowded off the road by another car going north toward Indianapolis.

The S. S. Cox Showcase Company, North Manchester, has filed papers with the secretary of state extending the period of its corporate existence for forty years.



***K**NOWLEDGE and honesty are the tap roots to healthy business. Knowledge teaches us to make better goods more cheaply. Honesty will pass that benefit on to others—to you. That knowledge which can create more efficiently and cheaply can produce for the buyer to better advantage. Hoffman Brothers hardwoods are traditionally the product of knowledge. For more than a half century we have operated (on one spot) consistently in advance of progress. During each year since the first log was turned the advantage of knowing how to make good lumber at low cost has been honestly passed on to our customers. Knowledge and honesty are the foundations of our business.*

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.
10th and Murphy Streets Des Moines, Iowa

Moller Heads Organ Builders

Officers for the ensuing year were elected by the Organ Builders' Association of America at the Wednesday, May 11, session of the annual convention of the association, held at the Drake Hotel, Chicago, in conjunction with the great convention of music industries under the auspices of the Music Industries Chamber of Commerce. M. P. Moeller, M. P. Moeller Organ Works, Hagerstown, Md., was elected president. The following are the other officers chosen:

Vice-president, Charles Kilgen, Charles Kilgen & Son, St. Louis, Mo.

Secretary, S. T. Gruenstein, Editor, Diapason, also made executive manager.

Treasurer, Farney R. Wurlitzer, Rudolph Wurlitzer Mfg. Company, North Tonawanda, N. Y.

Directors, Adolph Wangerin, Ernest M. Skinner, John T. Austin, J. C. Deagan, Jr., David Marr, C. B. Floyd, R. P. Elliot.

The members voted to send a telegram to Senator Reed Smoot and George W. Pound, general counsel of Music Industries Chamber of Commerce, approving the Smoot bill, which offers relief from the war excise tax on musical instruments. The convention approved of a standard form of church and theater organ and recommended that specific points be incorporated by individual builders.

Demand on Indiana Plants Improves

Furniture manufacturers at Evansville, Ind., as well as those at Tell City, Ind., Jasper, Ind., Henderson, Ky., and Owensboro, Ky., report that there has been a picking up in their business during

the past month and in most of those cities the factories are being operated on better time than they have at any time since the first of the present year. At Evansville the plants of the Bockstege Furniture Company and the Never-Split Seat Company are now running on full time and the plant of the Karges Furniture Company is being operated on a schedule of forty-two hours a week. Quite a few of the plants now are running from forty-two to fifty hours a week. Things are gradually getting better and the manufacturers are feeling greatly encouraged at the outlook and believe that trade is going to gradually improve. The Evansville furniture factories are in the market for more lumber, especially quartered white oak and plain white oak lumber and the prices of these two items are inclined to stiffen some. The conditions in the East have greatly improved, according to the Evansville manufacturers, and they report they are shipping some furniture to that section now. The manufacturers report that trade conditions in the South and West are still chaotic but in their opinion things will change for the better in those sections within from thirty to sixty days. The depression was first felt in the East, they point out, and later it was felt in the West and South. They argue that the East is first to show signs of revival and that the Central West will soon feel the revival that is now being felt in the East. The conditions taken as a whole have improved a whole lot during the past month or six weeks. Within two or three months the Evansville manufacturers believe that things will be something like normal again. The manufacturers are going ahead with their plans for the September market and believe that this will have an effect of stimulating the furniture business. The furniture manufacturers right now are more encouraged over the trade situation than they have been at any time since the beginning of the business depression last year. They say that labor troubles are fewer, in fact, no labor troubles are reported in Evansville and that there is a better outlook in every way.

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS



Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperae & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN. 1966 MAUD AVENUE
DEB ARK, ARKANSAS CHICAGO
GENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers
and
Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

Price and Grades of Mahogany in Guatemala

There ~~seem~~ to be no graded lumber for home consumption in Guatemala. Some graded lumber is sold for export to the United States as firsts and seconds and as No. 1 common. These grades, however, can not be considered as final, since the local exporters are not sufficiently acquainted with the rules of grading to accomplish this. The price received for mahogany lumber in Guatemala City, the only place in Guatemala where there is enough sold to determine a price, ranges from \$100 a thousand feet to perhaps \$125 when mahogany is scarce on account of heavy export buying. Grades such as are known in the United States do not enter into the transactions.

Most of the mahogany lumber sold in Guatemala City is known as No. 1 common and sells for about \$100 per thousand feet. This No. 1 common is what is left after the Nos. 1 and 2, or clear lumber, have been picked out for shipment to the United States. Some "mill-run" lumber—lumber as it comes from the mill without selection—is also sold in Guatemala City and brings about the same price.

The present average price for Nos. 1 and 2 mahogany lumber for export to the United States is about \$150 f. o. b. San Jose. A few orders were shipped last year at prices ranging from \$170 to \$230 per thousand feet for Nos. 1 and 2 mahogany lumber, but these prices included agent's commission and were unusually high.—Consul A. C. Frost, Guatemala City, March 16, 1921.

Miller Piano Company Sold

The S. W. Miller Piano Company, of Sheboygan, on May 18 closed a deal whereby its entire plant and equipment was acquired by the Sheboygan Fibre Furniture Company for a consideration reported to be \$50,000. This includes a three-story factory building, 56 by 182 feet, a warehouse, and power plant, 30 by 40 feet, and about six acres of land. The Miller plant adjoins that of the Sheboygan Fibre Furniture Company at 2246-2250 North Fifteenth street. The latter company's plant was badly damaged by fire some time ago. The Miller company intends to remain located in Sheboygan and is seeking suitable buildings, or may build an entirely new plant. It has always had more floor space than the business actually required, as a consequence of which an offer for its factory was accepted. The Fibre Company is capitalized at \$150,000 and its officers are: President, Otto Mueller; vice-president, Charles Ackerman; secretary and treasurer, J. S. Rank; general superintendent, Jerome Freiheer.

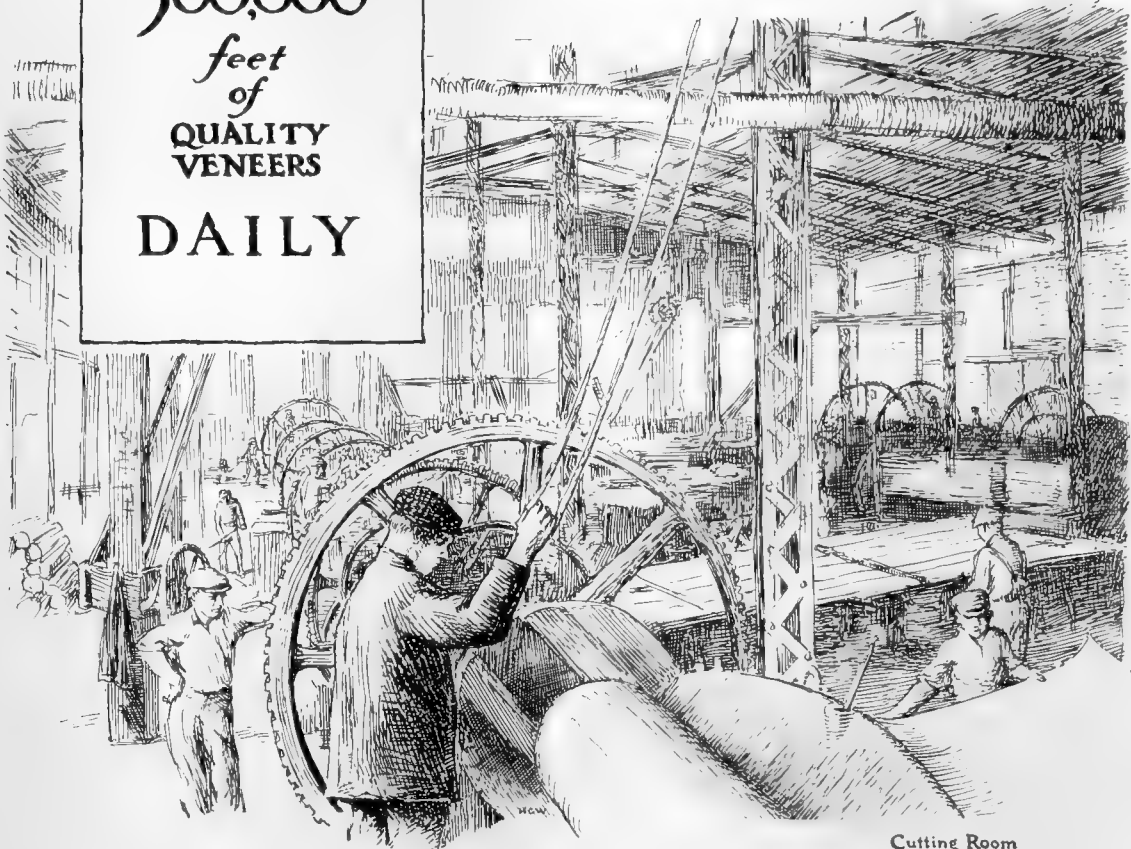
The Inland Furniture Company is the name of a new corporation which has been organized at Sheboygan with an initial capitalization of 500 shares of common stock without par value, to engage in the manufacture of furniture of all kinds, fine woodwork, etc. The incorporators include Egbert Zimmerman, E. L. Brimm and Theodore Benfey, attorney.

Manufacturing Climate for Woodworking Shops

Probably the only people who can work where it is never too hot or too cold, too damp or too dry, are the carpenters in the wood shop at the Forest Products Laboratory. It is possible to keep the climate more nearly the same there than in any other spot, through the use of a unique system of water sprays, heating coils and fans, which condition all the air in the rooms every few minutes. Such great pains are not taken primarily, however, for the comfort of the workmen, but so that the delicate experimental wooden parts they are manufacturing will not swell or shrink while being cut and fitted together. Some such control of atmospheric conditions is needed in every shop doing fine woodworking. Make-shift methods, such as sprinkling water or wet sawdust on the floor, have been in common use for hundreds of years, but now the woodworking factories are asking for a better and more automatic way of controlling atmospheric conditions. Some large factories are adopting the laboratory system, and it is hoped that soon the system will be simplified enough to replace the sprinkling can in even the smallest shop.

CAPACITY

300,000
feet
of
QUALITY
VENEERS
DAILY



Cutting Room

"RIGHT VENEERS AT RIGHT PRICES"

in

WALNUT BUTTS • MAHOGANY •
LONG WALNUT • BURLS • OAK • POPLAR ETC.

MILLS - BALTIMORE, MD.,

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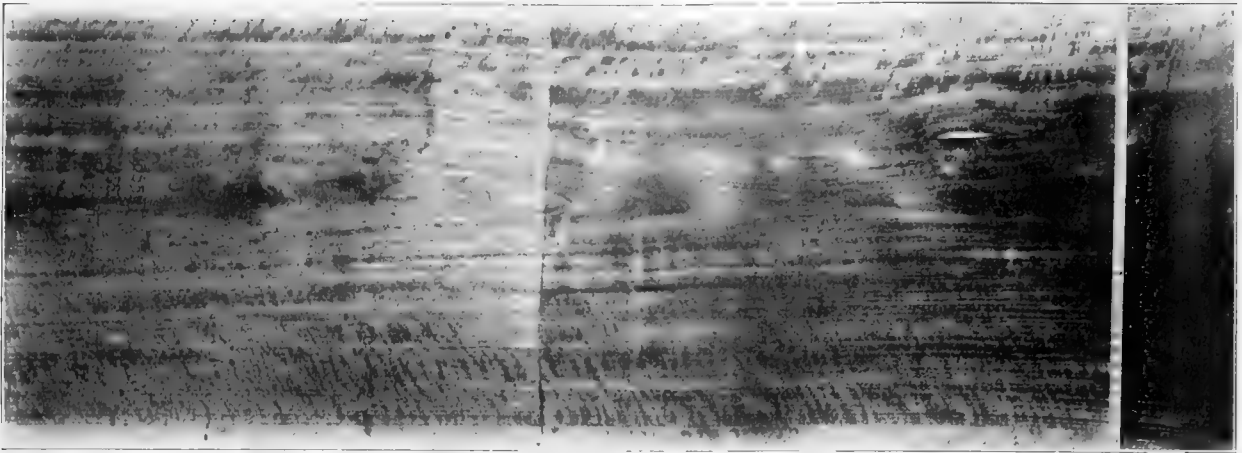
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JAMESTOWN

28 E. JACKSON BLVD

CHICAGO

THE WILLIAMSON VENEER CO



Thorough Experience From Logs to Finished Veneers

MAKE your American walnut veneers help your 1921 dividends. You can buy veneers made in an exclusively American Walnut house by an organization schooled in this product alone and backed by a buying power assuring a tremendous selection of quality logs. A constant reserve of from five to seven million feet of well-balanced stock and responsible, conscientious representation in your factory assures the highest efficiency in working your walnut veneers—if you buy from Pickrel.

PICKREL VENEER COMPANY

INCORPORATED

NEW ALBANY, INDIANA



WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.

Q
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Full Loaded Capacity of Nine Kilns, 100 000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

Stresses in Laminated Wood Construction

The use of heavy and light material of the same species in laminated or glued-up wood construction has less injurious effect than has been generally supposed. Laminated wood specimens under observation at the Forest Products Laboratory show little weakening or tendency to warp from this cause. Most warping and checking in laminated construction can be traced to one of two causes. The first is the use of plain-sawed and quarter-sawed lumber in the same construction, and the second is the combination of material of different moisture content.

Plain-sawed lumber of any species shrinks and swells more than quarter-sawed lumber; and when the two kinds are glued together, they pull against each other with every change in moisture content. If the block containing such a combination is kept for a long time in the same atmospheric condition, the stresses die out, because the block checks or changes shape more or less to relieve the stretched condition of its fibers. As soon as the atmospheric conditions change, new stresses will be set up.

If boards of different moisture contents are glued together, internal stresses will result from the unequal shrinkage of the boards as their moisture contents equalize through seasoning. In some blocks made at the laboratory these stresses were large enough to rupture the wood. If the wood is not ruptured, the stresses will disappear permanently in time, but the block will have changed its shape somewhat in getting rid of them.

From these facts it becomes apparent that for laminated-wood articles where strength and accurate shape are required, it is desirable to use all plain-sawed or all quarter-sawed material, to have all pieces at a uniform moisture content when glued, and to prevent as far as possible subsequent moisture changes by means of moisture-resistant coatings. For the manufacture of rougher articles where slight changes in form are of no consequence, these precautions are of much less importance.

Amos K. Hollowell Dies at Ripe Age

Announcement has been made of the death of Amos K. Hollowell, president of the Indiana Lumber & Veneer Company, which occurred at his home, 2507 College avenue, Indianapolis, Ind., May 15. Mr. Hollowell was seventy-six years old and had been a resident of Indianapolis for forty-five years, having come to that city in 1876, when the Nordyke & Marmon Company moved their plant to Indianapolis from Richmond, having entered their employ in 1875. He was treasurer of the Nordyke & Marmon Company until 1895, when he resigned to devote his time to the affairs of the Indiana Lumber & Veneer Company.

Mr. Hollowell was well known among church and educational workers over the state. For twenty years he served on the board of trustees of Earlham College, Richmond, and was president of the board most of the time. At the time of his death he was president of the board of management of the Colored Orphans' Home of Indianapolis, having held the office for fifteen years. He served as a director for a number of years of the Bertha Ballard Home Association, he was an active member of the Anti-Saloon League and was president of the permanent board of Western Yearly Meeting of the Friends' Church.

Australian Artificial Veneers

Announcement that a process for making composition veneers has been invented in Australia and that this product will soon be placed on the market, is contained in a statement in the March 18 report of the Department of Commerce. The report says:

"A recent Australian invention of an artificial composition similar to veneer should be of interest to manufacturers in proximity to large supplies of waste material of vegetable origin, such as sawdust. As patent applications are pending in Australia and other countries, the inventor is at present reticent in furnishing details

other than that the substance is worked up entirely from waste fibrous products and other vegetable matter, and that sawdust can be utilized in considerable quantities in the manufacture of the cheaper grades of the composition. The trade name "Keltona" has been applied to the new substance by the originators.

British Demand for Birch Plywood

American manufacturers of plywood from northern hardwoods will no doubt be interested in reading what a London journal, "Timber & Woodworking Machinery," has to say relative to the demand for birch plywood from Finland and America. "As regards birch plywood, there is undoubtedly a very steady and large demand for a good production, but this market is hampered by the rather extensive stocks of third quality," this journal says. "Birch is a wood which is demanded for special work, and there has always been somewhat of a tendency to lag behind demand in the matter of supplies. Just now the demand shows distinct signs of improving, and the development in the use of plywood for special purposes is greater even than was anticipated, and is distinctly embarrassing to the mills, not only on account of the disorganization in the factory naturally involved in the cutting out of special sizes, but because the demand in this particular direction invariably takes the form of first and second quality. The position is a somewhat difficult one. The popularity of birch largely depends upon three conditions: In the first place, it is a more suitable wood for taking polish; secondly, being manufactured in equal ply, it allows the necessary margin for the final sanding and preparing; and, thirdly, it comes from sources such as Finland and America, where the question of grading has been more rigorously attended to, and consequently there prevails a greater feeling of security in regard to the question of quality of birch than is the case with alder, where, with very few exceptions, the names of the mills and the districts from which it comes are generally unknown. Birch is a particularly knotty wood, and the problem of the mills is to produce sufficient first and second quality, and yet maintain their grading. If they lowered this grading, they would destroy one of the main reasons for the undoubted preference shown for birch. By maintaining their standard, they increase the percentage of third quality, and are embarrassed in two directions. In the first place, they have difficulty in keeping pace with the demand for first and second quality, and manufacture huge stocks for which there does not at present exist so insistent a demand. Nevertheless, during the last year the demand for third quality Finnish has grown enormously, and this is due entirely to the fact that in the meantime the users generally have become acquainted with it. The term, third quality, raises a certain degree of prejudice, due to the fact that it often covers a multitude of sins. We would remind buyers generally that goods of unknown origin and doubtful quality can be, and indeed are, repeatedly sent forward in the knowledge that the manufacturer is generally not traced. In the case of a mill where the agents adopt the policy of advertising the manufacturer's name and introducing him personally to the buyers, such a course cannot be followed, as a shipment of inferior goods would strangle the policy of publication. We would, therefore, impress upon the trade generally the advisability of paying greater attention to third quality coming from mills that are known, and the records of which are clear."

Honored by Indiana Executive

Fred C. Gardner, of E. C. Atkins & Co., manufacturers of saws, and W. H. McCarty, of Evansville, Ind., interested in the Hercules Company, large woodworkers there, have been named as two of the six leading industrial men of Indiana by Governor Warren T. McCray to participate in a national organization being formed for the purpose of developing college and university education.

"Finest"
1903-1921

Quality is based on uniformly scientific construction in all details.

Quantity—Our plant is recognized as one of the biggest of its kind in the country.

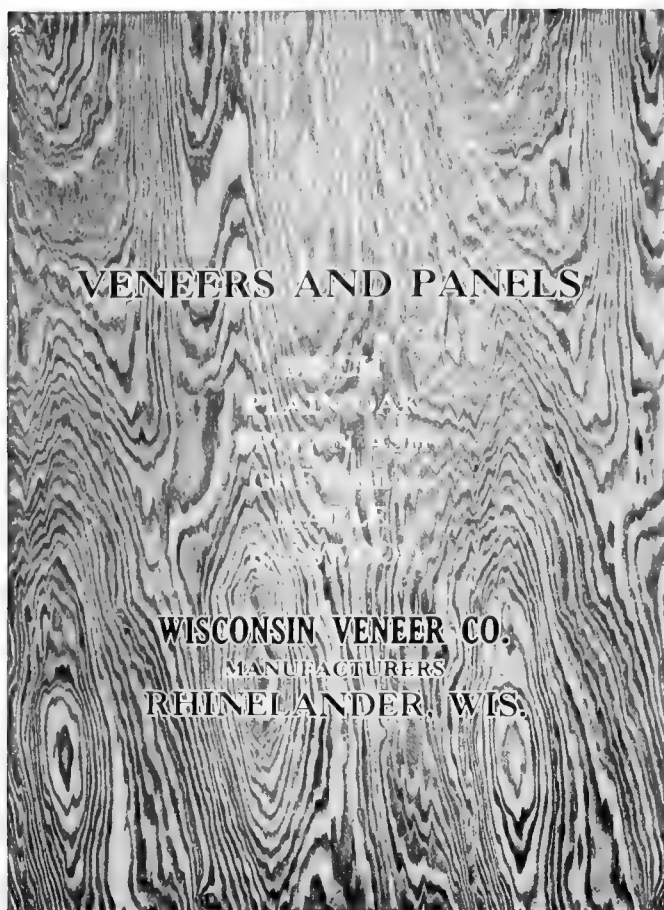
Service—We are fully equipped to make *anything* anybody may require in plywood.

Experience—Our firm is one of the oldest in the business and our help has many years' careful training.

HANSON-WARD VENEER CO.
BAY CITY, MICH.

PANELS, TOPS AND OTHER PLYWOOD

in walnut, mahogany, plain and quartered oak, birch, maple, red gum, elm, yellow pine and basswood.



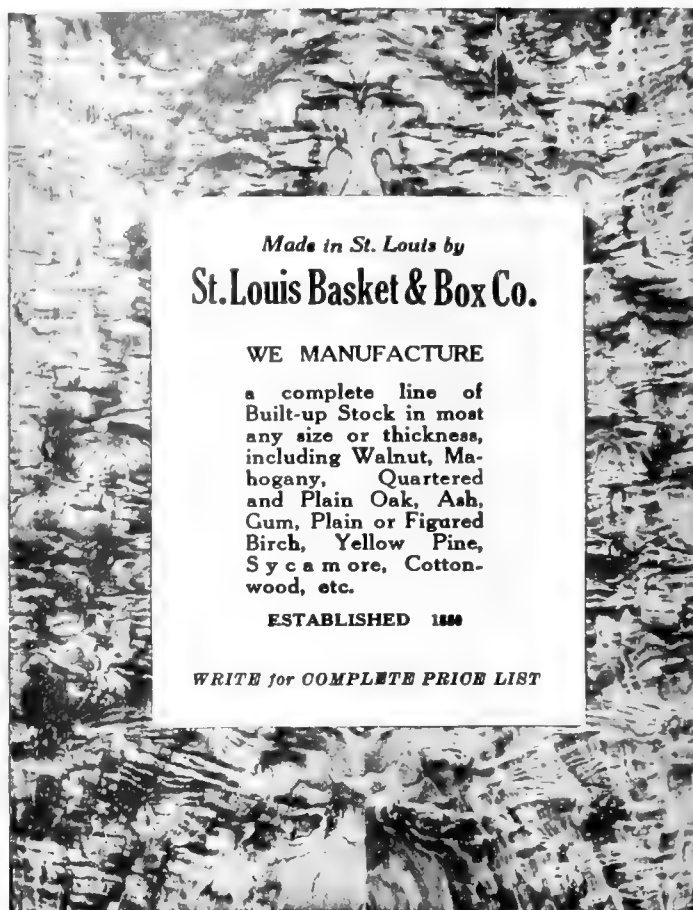
(Continued from page 32)

eral that all materials going into the manufacture of pianos receive the "greatest amount of use, subjected to the smallest amount of waste and every purchase of material consumed to the greatest possible extent."

In detail the following was said relative to the conservation of wood: "The forests of the country are the subject around which most of the activity of this committee revolves, because of the fact that more wood is being consumed than is being produced. Of the lumber used for pianos, about five feet are consumed to every foot grown. The largest consumer of lumber in the piano industry is the box maker. There is more lumber in the piano shook than in the piano case, and this is one case where the piano manufacturer can assist in the work of conservation—that is, in the re-use of the piano shook. It ought to be a practical matter to have shook returned to the factory for re-use under the present day conditions over a radius of 200 to 250 miles, and a greater distance if the promised reduction in freight rates takes place.

"Also, in the construction of the box, the requirements for boxes are less exacting in the summertime than they are in the winter, and it would be a matter of timber as well as expense if manufacturers of upright boxes would put pieces of hemlock in portions of the box that are not subject to any strain."

An important sidelight on the recommendation for the re-use of the piano shook was brought out by members at a subsequent session. Certain members called attention to the fact that railroads over which they have been shipping have begun to impose a penalty charge of a first class rate and a half for empty containers. One manufacturer said he had found that this made the return of the piano box cost more than the box was worth and he had been forced to notify his customers to return no more boxes until further notice. Others reported a similar experience and it was said that this rate would also affect return of empty varnish drums.



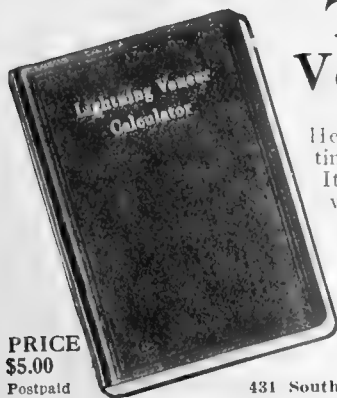
The matter was referred to the traffic committee with recommendations that relief be sought.

Work Resumed on Columbia Plant

Work is progressing again on the big cabinet plant of the Columbia Graphophone Company at Orangeville, in the northeastern suburbs of Baltimore, after an interruption of some time because of the high cost of materials and labor, and the big shops are now so far advanced that in a short time it will be possible to set up the machinery and begin actual operations. In the yard adjoining the plant there are assembled piles of costly hardwoods, said to be the most extensive ever gotten together in this section, at least, the assortments of lumber being appraised at not less than \$1,000,000. They include large quantities of mahogany and walnut, besides the woods in more general use. Contracts which the Columbia Company has with other concerns for making its cabinets are running out, and the way is thus paved for an early opening of the Baltimore factory.

Louisville Veneer Maker Dies

George F. Kretschmer, 60 years of age, president of the Southern Veneer Manufacturing Company, of Louisville, Ky., died of a complication of ills on May 19 at St. Joseph's Infirmary. He was ill only one week. Mr. Kretschmer was a native of Germany, coming to this country about forty years ago. In 1907 he established the Southern company, which has grown rapidly, and he was president of the concern until the time of his death. He is survived by his wife, two daughters, four sons and a number of grandchildren. The sons are George F. Kretschmer, Jr., who was actively engaged in the business with his father, William Kretschmer, Louis and Omar Kretschmer. The funeral was from the family residence and burial at Cave Hill Cemetery.



The Lightning Veneer Calculator

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Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

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and eliminate the unnecessary, complicated and cumbersome work of calculating veneers.

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SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS

THIN LUMBER SPECIALTIES

BIRCH DOOR STOCK

MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

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MUNISING, MICH.

Plywood & Veneer

We Make Panels to Your Dimensions in Any Thickness or Wood.

ALSO

Carry Stock Size Panels for 1 and 2 Panel Doors, Wainscoting, Cabinet Work, Drawer Bottoms and Case Backs, for Immediate Shipment.

WRITE FOR COMPLETE PRICE LIST

Birch Veneer

1/20 inch—1/16 inch—1/8 inch

ONE CRATE OR A CARLOAD

GEO. L. WAETJEN & CO.
MILWAUKEE, WISCONSIN

"CASCO"

WATERPROOF GLUE

MIXED COLD—USED COLD

Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



RECEIVING 1/28" Sliced Mahogany Veneer from a Coe Dryer in the plant of the Beece Veneer Company at Kenova, West Virginia.

The COE Dryer

can also dry the thickest veneers with equal facility. All kinds and thicknesses of veneers are being dried on them daily, with the most gratifying results. This can be verified by correspondence with the users of this machine.

It is noted for: Its satisfactory service; Its labor saving; The high quality of its product

THE COE MANUFACTURING COMPANY
We build all the machinery for a Veneer Plant. PAINESVILLE, O., U.S.A.

*In readjusting prices
don't overlook quality.*

*With our large capacity
we can meet prices.*

*With our long experience
we maintain quality.*

EVANSVILLE LINE ———

Quartered Oak

Sliced Walnut

Figured Red Gum

Plain White Oak

Rotary Cut Gum

THE
Evansville Veneer Co.

MANUFACTURERS OF

VENEERS.

EVANSVILLE, IND.





HIGH HUMIDITY DRY KILN



Interior view showing battery of six kilns at the O. A. Miller Treeing Co., Brockton, Mass., drying last blocks and shoe trees from hard New England maple.

*"The Kiln with the Circulation
You Can Understand"*

B. F. STURTEVANT CO.
Hyde Park, Boston, Mass.

Atlanta, Ga., Boston, Mass., Chicago, Ill., New York, N. Y.,
Philadelphia, Pa., Rochester, N. Y., Seattle, Wash.,
San Francisco, Calif.

Clubs and Associations

Louisville Is the Choice

Announcement was made in Louisville on May 15, to the effect that the next annual meeting of the National Association of Commercial Fixture Manufacturers, meeting in St. Louis, chose Louisville for the 1922 convention, in May, over Atlantic City, following a fight for the convention made by Carl L. Wedekind, of the R. Mansfield & Son Manufacturing Company, Louisville.

New Orleans Amends Memphis Sales Code

The Southwestern Hardwood Manufacturers' Club, at its regular monthly meeting at Lumbermen's Quarters, 108 University Place, May 12, conditionally adopted the Sales Code of the Memphis Lumbermen's Club, which is to be voted on at the annual meeting of the National Hardwood Lumber Association at Philadelphia early in June.

The condition stipulated was that the name of the American Hardwood Manufacturers' Association should appear in a co-ordinate position with that of the National Hardwood Lumber Association in the proposed sales code. The proposed code was the subject of much discussion, most of it of a favorable character and its adoption was unanimous after C. H. Sherrill of the Sherrill Hardwood Lumber Company of Paducah, Ky., Merryville, La., and New Orleans, proposed the insertion of the name of the manufacturers.

W. A. Morgan, dealer in logs, Vicksburg, Miss., in a communication to the club, called attention to an act of the Louisiana General Assembly of 1918, which makes mandatory and exclusive the use in this state of the Scribner-Doyle rule in the measurement of logs, and he called upon the club to exert its influence to have the act repealed. Mr. Morgan's letter stated that while the Scribner-Doyle rule might be all right for the measurement of pine logs, it works most inequitably upon vendors of hardwood timber. The letter was referred to the legislative committee of the club with instructions to make an investigation into the matter with the view of making a proper presentation of it to the forthcoming session of the General Assembly for relief.

Due to the fact that a large number of the members anticipate attending the Philadelphia convention early in the month, the club voted to hold its June meeting on the second of the month, which falls on the first Thursday, rather than on the second Thursday, as heretofore.

Among those addressing the meeting were C. J. Coppock, president;

A. C. Bowen, secretary; W. B. Morgan, of S. T. Alcus & Co., New Orleans; John Deblieux, Soniat & Deblieux, Inc., Opelousas, La.; J. W. Bailey, Eastman Gardiner Hardwood Lumber Company, Laurel, Miss., and others. The meeting was well attended by leading hardwood manufacturers from the three states of Texas, Louisiana and Mississippi, comprising the club.

Exporters Meet in Philadelphia, June 8

According to the preferences of a practically united membership the semi-annual meeting of the National Lumber Exporters' Association will be held on June 8 at the Bellevue-Stratford Hotel, in Philadelphia, the date selected being the day before the meeting of the National Hardwood Lumber Association in the same place. The time and locality were chosen on the theory that many of the National Lumber Exporters' Association members would like to attend also the sessions of the National Hardwood Association, in order to familiarize themselves with the views held by the larger body and to co-operate in any steps taken for the betterment of the trade. The close proximity of Philadelphia to the seashore was another factor, the westerners especially being likely to take advantage of the opportunity of the eastern visit to go to Atlantic City for a few days. A large attendance is looked for because of the various important matters to come up. The National Lumber Exporters' Association officers will present their reports and trade conditions will receive an extensive analysis based upon the experiences of the individual members.

South Bend Plans to Land Directorship

At the regular semi-monthly meeting of the South Bend Hardwood Club held Monday, May 16, it was decided that South Bend should be represented in the directorate of the National Hardwood Lumber Association, it being shown that South Bend had a total of one-sixth of the Indiana membership in this association.

It was unanimously decided to place the name of John I. Shafer of the John I. Shafer Hardwood Lumber Company, South Bend, before the convention in Philadelphia June 9 and 10. Several of the members of the Hardwood Club will attend the convention.

There is no man more fitted for this position than Mr. Shafer, and it is the belief of his friends that he will be welcomed with open arms as a director in the National association by his lumbermen friends all over the United States.

A resolution was offered and unanimously adopted endorsing the movement to make the week of May 22 to 28 forest protection week, and the publicity committee was requested to take the matter up with all social clubs in South Bend asking their co-operation in guarding against forest fires by hunters, fishermen and other sportsmen.

Business was reported good by all members present, and all seemed very optimistic regarding market conditions.

Evansville Names Picnic Date

The annual summer outing of the Evansville Lumbermen's Club will be held Tuesday afternoon and evening, June 21, and it is expected that the event will be attempted on a larger scale this year than ever before. The place of holding the outing was decided within a few days by the entertainment committee of the club composed of Gus A. Bauman of the Maley & Wertz Lumber Company, Joe Waltham of the Evansville Band Mill Company and Claude Wertz of the Maley & Wertz Lumber Company. The committee probably will select either Exposition Park in this city or Cypress Beach, on the Ohio river, ten miles east of here, as the place for the outing. In past years the outing has been held on a steamboat on the Ohio river, but last fall the fine excursion steamer Crescent, a local boat, was destroyed by fire and no boat has been secured to take her place, and as a result the lumbermen will be forced this year to hold their outing on land. John C. Green of the J. C. Green Lumber Company and president of the Evansville Lumbermen's Club says he looks for a big attendance this year.

Chicago Golfers Meet June 21

The officers and board of directors of the Lumbermen's Golf Association of Chicago met Tuesday, May 17, at the Lumbermen's Association rooms, and decided on June 21, 1921, for their Fifteenth Annual Tournament, to be held at Beverly country club.

Those present at the meeting were: President C. A. Flanagan, Vice-president James Miksak, Minor E. Bobbs, secretary-treasurer. Directors: Frank H. Burnaby, Ike W. Lincoln, Frank O'Dowd, E. A. Thornton and L. E. Rollo.

After deciding on the date and place of holding the tournament the following committees were appointed:

Arrangements Committee: Frank H. Burnaby, chairman; George J. Pope, E. A. Thornton, F. J. Burns.

Handicap Committee: Ike W. Lincoln, chairman; Edward A. Lang, Chas. H. Smalley.

Prize Committee: James Miksak, chairman; William L. Sharp, Robert Cousin.

Entertainment Committee: Frank O'Dowd, chairman; L. E. Rollo, A. T. Stewart.

Taylor Invites Memphians to Convention

Horace G. Taylor, president of the National Hardwood Lumber Association, was the special guest of the Lumbermen's Club of Memphis at the semi-monthly luncheon of this organization at the Hotel Gayoso, Saturday, May 14, and, while partaking of the delectables provided on this occasion, he extended a very warm personal invitation to all members of this body to come to the annual of the association at Philadelphia June 9-10. As a matter of fact, he strongly urged this course, partly because of the strength of the Memphis delegation in the association itself and partly because of the work the club must do, through its sales code committee and its membership, to secure adoption by the association of the code which is now being offered for incorporation in the Rules Book of that organization.

"Some of you may be a little 'sore' over conditions in the hardwood industry," he said, "but I know that none of you is a grouch. Forget the hard times, take advantage of the lull in business, borrow the money and come up. It will do you good. It is 'designed' that way. None of the essential things will be omitted from the program. There are also some very able 'critics and purveyors' in charge at Philadelphia and the occasion promises to be a both pleasant and profitable one.

"Secretary of Labor Davis will speak on certain phases of the labor situation and he is amply fitted, through his rise through the labor field up to the capitalistic class. There will be other especially attractive speeches on subjects of paramount interest to the lumbermen. The second day will be 'Lumbermen's Day' when the members of the association will have opportunity of exchanging views regarding their peculiar problems.

"The question of forest conservation, too, is certain to come before the annual, and, so far as I am concerned, I think that the government, in working out its plans for forest conservation, should have due regard to the rights of the men who have used their hard-earned money for the purchase of these properties."

Mr. Taylor said the association had enjoyed large growth during the year, having secured more than 150 new members and now having a total membership in excess of 1,400. He declared it had been "very generally successful" and that the inspection department had proven self-sustaining, despite the radical falling off in business. Error claimed in inspection, he said, amounted to only 1½ to 2 per cent while errors actually justified by re-inspection were less than one-half of one per cent, a showing he thought truly remarkable. As an illustration of the enthusiasm in the welfare of the association at Philadelphia, Mr. Taylor reported that there were only 50 lumbermen in that city eligible to membership and that the association had exactly that many members there.

Resolutions expressing the keen regret of the lumbermen over the recent death of J. V. Rush, head of the Rush Lumber Company and former president of this organization, were adopted by a rising vote. The resolutions set forth that the members of this organization had not only lost a very able worker but that they had also lost a real friend. Copies were ordered spread on the minutes and sent to the family of the deceased.

A report submitted by the Sales Code committee indicated that 447 out of 557 members of the National Hardwood Lumber Association who had

responded to the recent letter of the committee had indicated that they would support the code as written. A small percentage have indicated that they will support the code with certain suggestions which they have offered and it is regarded as probable that some of these suggestions will be incorporated in this instrument.

The entertainment committee, which is making plans for the trip of the delegation from Memphis and the Memphis territory to Philadelphia, is arranging for special sleepers in the event there are enough members going to make his plan feasible.

One application for membership was filed.

Membership Drive Opened

The Southern Alluvial Land Association announces, coincident with the naming of standing committees for the year, that a strong drive for new members is to be made at once on the theory that every man who owns lands or has interests in the alluvial regions of Arkansas, Mississippi and Louisiana cannot help being benefited by the activities of the association and should therefore contribute his share of the funds required for the continuance of these activities. The committees were appointed by W. H. Dick, president, at a meeting of the board a few days ago and it may be noted that there is a general chairman of the membership committee from Mississippi, with a State chairman for both Arkansas and Louisiana.

The board, at this meeting, also instructed F. D. Beneke, secretary, to send a telegram to President Harding protesting against his signing of the immigration bill which has passed both houses of congress. This protest is based on the view of the board that the bill will not prevent undesirable from coming to the United States while it will, at the same time, slow down appreciably the movement of the farming element from European countries so necessary to the development of farm lands throughout the United States, including the rich alluvial empire. The telegram characterized the immigration bill, which seeks to restrict immigration during the year ending June 1, 1922, to 3 per cent of the nationals in this country as per the census of 1910, as "useless, short cut legislation."

The committees as announced by President Dick are given herewith:

Executive: W. H. Dick, Tallahatchie Lumber Company, Memphis; A. C. Lange, Chicago Mill & Lumber Company, Blytheville, Ark.; John W. McClure, Belgrade Lumber Company, Memphis, Tenn.; Max Sondheimer, E. Sondheimer Company, Memphis, Tenn.; Earl Palmer, Ferguson-Palmer Company, Inc., Memphis, Tenn., and J. R. Campbell, George C. Brown & Company, Memphis, Tenn.

Membership: F. K. Conn, Bayou Land & Lumber Company, Yazoo City, Miss., general chairman; Max D. Miller, Miller Lumber Company, Marianna, Ark., chairman for Arkansas; F. E. Stonebraker, Crittenden Lumber Company, Bonita, La., chairman for Louisiana.

Resolutions: Earl Palmer, chairman; William I. Barr, Barr-Holiday Lumber Company, Greenfield, O.; Franklin T. Turner, Darnell-Love Lumber Company, Leland, Miss.; George Land, Lamb-Fish Lumber Company, Charleston, Miss.; R. T. Stimson, Stimson Veneer & Lumber Company, Memphis.

Finance: Ralph May, May Brothers, Memphis, chairman; J. M. Pritchard, secretary-manager American Hardwood Manufacturers Association, Memphis, and W. C. Bonner, J. H. Bonner & Sons, Memphis.

Advertising: J. F. McSweeney, Memphis Band Mill Company, Memphis, chairman; Mark H. Brown, Brown & Hackney, Inc., Memphis; W. H. Matthews, Forest Products Chemical Company, Memphis, and Max Sondheimer, Memphis.

Assessments: R. L. Jurden, Penrod-Jurden Company, Memphis, chairman; W. A. Ransom, Gayoso Lumber Company, Memphis, Tenn.; S. E. Simonson, planter, Luxora, Ark.; William Pritchard, Pritchard-Wheeler Lumber Company, Memphis, and Fred Grismore, Grismore Hyman Company, Memphis.

With the Trade

Warren Company Issues Handsome Catalog

This is the age of specialists and the best and most satisfactory results come from the intelligent efforts of companies who fall within this classification. A splendid example of successful business is brought out in a catalog recently issued by the Warren Axe & Tool Company, of Warren, Pennsylvania. This catalog, No. 11, is beautifully gotten up in colors, with an embossed cover. It shows illustrations of all manner of axes and logging tools from the humble choker hook to the finest axe to be purchased. The various tools are fully described and the illustrations make the catalog of more than usual interest. For those who are interested in this subject, it will be well worth their time to send for a copy of this catalog, which will be mailed to them upon request.

Acer Company Starts New Mill

The Acer Lumber Company has started up its new hardwood flooring mill at Woodville, N. H., and is turning out maple, birch, beech and oak flooring. Most of its equipment was supplied by the P. B. Yates Machine Company of Wisc., and is driven by individual motors.

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

MILLER LUMBER CO.

Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity



Manager of Cortez Southern Department

F. Richardson, a hardwood lumberman of wide and valuable experience, arrived in Chicago on May 16 to become manager of the southern department of the Cortez Lumber Company, the main office of which is in the Conway building at 111 West Washington street. Mr. Richardson traveled in the eastern territory for six years for the McLean Hardwood Lumber Company and also served with the Grismore-Hyman and the Brown & Hackney Companies, all of Memphis.

New "Lumber Inspection Rules"

The fourth edition of "The Lumber Inspection Rules" is now off the press and ready for the trade. The new edition is revised right up to the minute and contains rules governing the manufacture and inspection of the different kinds of lumber, weights of lumber, comparative strength of building timbers and other information useful to the buyer and consumer of lumber. The book is compiled by "Lumber Inspection Rules," Chicago.

Belgian Lumberman Returns Home

Mr. De Jonge of the well known Antwerp timber firm of De Beukelaer & De Jonge, who has been in the United States for some time, covering much territory and studying lumber trade conditions both at the manufacturing and the distributing end, stopped in Baltimore two weeks ago and saw among others John L. Alcock of John L. Alcock & Co., Baltimore, exporters, preparatory to sailing for home. Mr. De Jonge, who went through the war in the Belgian army, put in some time at the Batesville Veneer Company's mill at Batesville, Miss., familiarizing himself with actual working conditions by intimate contact with operations. He also worked at a saw mill in West Virginia for the same purpose.

Alcock Wins Pay for Spruce

John L. Alcock of the hardwood exporting firm of John L. Alcock & Co., Baltimore, spent part of last week at Wheeling, W. Va., to prosecute a suit against the West Virginia Air Craft Company for some four cars of prime spruce furnished under requisition from the government during the war. The Air Craft Company had refused to make payment for the lumber, contending that not less than 70 per cent of it was so bad as to be practically worthless. When pressed to furnish proof of its assertion the company stated in court the lumber had been so poor that it was burned. The judge of the court in which the case was tried before a jury pointed out that this was virtual destruction of the evidence, and that under the circumstances there was nothing to do other than to award the plaintiff the full amount claimed, which was done. Mr. Alcock consequently got judgment for the sum of \$9,091, with interest from the time delivery was made.

Harder Will Manage I. Stephenson Interests

George N. Harder, president of the Rib Lake Lumber Company of Merrill, and prominent in lumber association circles, resigned May 15 to accept the position of general manager of the I. Stephenson Trustees, which handles the vast affairs of the estate of Isaac Stephenson of Marinette. This includes two large sawmills at Wells, Mich., and large timber holdings in Northern Wisconsin and Upper Michigan. Mr. Harder became general sales manager of the Rib Lake Company in November, 1911, later becoming a director, and, in 1918, president and general manager. He has served as president of the Northern Hardwood Manufacturers Association and was treasurer of the National Lumber Manufacturers Association. During the war he spent much time in Washington, giving expert advice and being instrumental in the classification of lumber on the essential list. He made the announcement of his resignation and new connections at the weekly meeting of the Rotary Club of Wausau on May 16 and stated that he will assume his new duties July 1. In his new capacity he will have general management of a production of 70,000,000 to 75,000,000 feet of lumber annually.



Geo. N. Harder

HARDWOODS FLOORING BOX SHOOKS

LUMBER

ALL GRADES GUARANTEED

MOUNT-GEARHART

INCORPORATED

YARD:
JOHNSON CITY
TENNESSEE

OFFICE
ESSEX BUILDING
NEWARK, N. J.

Hardwood News Notes

CHICAGO

W. A. Pickering of the W. R. Pickering Lumber Company of Kansas City visited Chicago about two weeks ago upon his return from Los Angeles, Cal., where arrangements have been made for D. H. Steinmetz, Jr., to manage an office which will be opened in that California city. Mr. Pickering was accompanied to Chicago by D. D. Steinmetz, Sr., general manager of the Standard Lumber Company, which is owned by the Pickering interests.

Promise of an early termination of the tie-up of building activities in Chicago is given in the meetings of the joint arbitration board of the Building Trades' Council and representatives of the Building Construction Employers' Association at the Chamber of Commerce.

The sessions were begun Wednesday, May 18, after both sides had agreed to the appointment of Thomas S. Kearney, head of the trades' council, and Edward M. Craig, secretary of the employers' association, to negotiate an adjustment of the wage dispute. It is understood the contractors have agreed to abide by whatever agreement these two reach.

The unions, however, will have to take separate and individual action on the decision, but it is presumed that if one union accepts the other ones affiliated with the Building Trades' Council will do likewise.

Virtually all building operations in Chicago, with the exception of small residence jobs that were already in process of construction, were stopped May 1 when the contractors stood pat on their declaration that they would pay only \$1 an hour for skilled and 70 cents an hour for unskilled building labor. This meant a reduction of 20 per cent for the skilled and 30 per cent for the unskilled labor. The union workers would not stay on the jobs for this scale and the work stopped.

In the meantime the majority of the small jobs have been completed until now the contractors claim only 3 per cent of local building labor is employed.

During the absence of his brother, C. L. Faust, in Europe, J. H. Faust, Chicago manager of Faust Bros. Lumber Company of Jackson, Miss., will remain two months at the Jackson headquarters. He left for the south on May 21. C. L. Faust is district governor of the Rotary Clubs in the Jackson district and is going to Edinburgh, Scotland, to attend the annual meeting of the National Rotary Clubs. While abroad he will look carefully into conditions in the hardwood trade.

Nick Wagner, sales manager for the Chicago Lumber & Coal Company, St. Louis, Mo., was in Chicago the latter part of week before last visiting C. E. Gillett and L. W. Tibbits, Chicago representatives of the company. Mr. Wagner left Chicago for the east.

Among the lumbermen from the northern territory who made business trips to Chicago last week were Frank Timlin of the Wheeler-Timlin Lumber Company, Wausau, Wis., and A. B. Burton, sales manager for the Diamond Lumber Company, Green Bay, Wis.

BUFFALO

The wreck of the barge Miztec, which went down in a storm in Lake Superior on May 14, was discovered three days later by the captain of the Grand Marais coastguard station. The barge lay in thirty-six feet of water, five miles from the shore. Capt. Pederson and five of the crew were drowned. The bodies have not been recovered. The Miztec had taken the usual course of wooden vessels on the lakes. She was first a carrier of grain, then was put into the lumber trade, and for a long time

was towed by the lumber barge Toltec, which was built about the same year. She always traded between this port and the upper lakes and will be missed on account of the fast-disappearing lumber fleet. She was owned by Captain O. W. Gillett, of Bay City, in late years.

The Buffalo Lumber & Woodworking Company, Batavia, N. Y., has increased its capital stock from \$50,000 to \$100,000. The company has been in business since 1892 and much of its output is used in the construction of buildings in New York city.

Charles N. Perrin has been elected president of the Buffalo alumni association of the University of Rochester. This institution is planning to build a \$5,000,000 medical college, which will have provision for 250 students.

The hardwood offices have been making arrangements to send a good representation to the National convention at Philadelphia, June 9 and 10. M. M. Wall is chairman of the arrangements committee and other members are O. E. Yeager and E. J. Sturm. There will be at least one carload of Buffalo lumbermen at the meeting. They leave here at 8:15 p. m., June 8, over the Lehigh Valley Railroad.

"Lumber Facts" is the name of a new publication sent out monthly by T. Sullivan & Co. The first issue was in May and it contained some interesting reading matter, as well as good advertising of what this company has to offer in the hardwood line.

BALTIMORE

James W. Frizzell, a retired picture frame manufacturer, who was for years in business on West Baltimore street, this city, died suddenly May 17 at his home near Frederick road. He was 74 years old and well known in the trade as well as for his prohibition activities.

J. O. Froelich, formerly connected with the Brown Bros. Lumber Company when it conducted hardwood sawmill operations at Escota, N. C., is now with the Brown-Bledsoe Lumber Company, in the Munsey Building, Baltimore, wholesale dealers. The mill of the Brown Bros. Company was destroyed by fire last year and owing to the depletion of the timber supply was not rebuilt.

Stabley Bowen of the well-known Glasgow timber firm of A. Baird & Co. stopped in Baltimore recently on the way back to New York after an extended trip through the lumber producing and distributing sections of the country. Mr. Bowen had been in the United States for several months and had covered a great deal of territory. He said that business on the other side was as quiet as ever.

Gustave A. Farber, London representative of Russe & Burgess, Inc., of Memphis, Tenn., who has been in the United States since last December, and has for some time past been looking after affairs at the Memphis office during the absence of William H. Russe in Europe, expects to sail for London shortly after the semi-annual meeting of the National Lumber Exporters' Association in Philadelphia June 8, first visiting friends in Baltimore.

The recently incorporated Hagerstown Lumber Company at Hagerstown, Md., is rapidly getting in a stock of lumber and will soon be ready for business.

M. A. Hayes, sales manager for the R. E. Wood Lumber Company, Continental Building, this city, is back from a trip of several weeks to the hardwood manufacturing regions of North Carolina and adjacent territory. It was Mr. Hayes' first journey since he was named to the position he now holds, and the main purpose was to get acquainted and study conditions in the different sections. He put in some time getting in touch with the furniture manufacturers of High Point and other places. On his way back he stopped at Bristol to bring his family to Baltimore to take up their permanent residence.

CLEVELAND

Acceptance by the Chamber of Commerce of the challenge of the Cleveland Federation of Labor for settlement in the courts of the charge that the Chamber of Commerce is conspiring to introduce the open shop in Cleveland by methods in violation of the Valentine and Sherman anti-trust laws is the center of interest for hardwood dealers, together with all other branches of the building trade in Cleveland.

The issue affects the strike of 25,000 building laborers, which is tying up \$25,000,000 worth of building in this city.

When the charges were made by the Cleveland Federation that the action of the Chamber of Commerce constituted "secondary boycott and combination in restraint of trade," the Chamber of Commerce immediately laid the charges before County Prosecutor Stanton and U. S. District Attorney Wertz, and demanded that the Federation bring forth proof of the acts charged.

While hardwood dealers feel that an airing of the situation of this kind is likely to bring a quicker result in the way of settlement of the building strike, they nevertheless recognize the acrimonious nature of the controversy which calls forth such action. An event of special importance to the hardwood trade and one which is being worked out rapidly during the lull in the building trades is the proposed bureau of inspection, to be organized for the service of consumers of hardwood and other lumber.

Consumers of hardwood, both contractors and manufacturing plants, are enthusiastic about the new bureau, which is being worked out with the

complete co-operation of the Cleveland Board of Lumber Dealers. It is expected that the new bureau will do away with a great many controversies which arise over the amount and quality of lumber delivered on specific orders, largely arising out of the habit of many consumers to make no check of the tally or grade of lumber upon delivery.

The bureau will be available at all times to check up on the invoice of all deliveries and ascertain whether the amount and grade of lumber delivered is up to specification. The bureau will be separate and independent and all concerned feel that a great many unnecessary controversies will be avoided.

COLUMBUS

According to a recent report of E. E. Roberts, secretary of the Central Logmen's Bureau, which has headquarters in Columbus, there is little demand for logs. Oak logs are moving very slowly and many are still at the tracks being offered from \$25 to \$45. Poplar logs, while not flooding the market like oak logs, are also quiet. On the other hand there is quite a good demand for eastern cedar logs and pencil slats. Inquiries are coming in slowly for walnut logs and the buyers are proceeding cautiously. On the whole ash logs are in the best demand of any variety.

The Matthews Lumber Company, operating a yard and mill at 500 South Central avenue, is making extensive improvements at the yards. Large lumber sheds are being erected.

For the second time in two weeks firebugs attempted to destroy the yard of the Cones & Menefee Lumber Company at Broad and Anson streets. Cotton, waste and rags saturated with oil were found ablaze in the yard, but were extinguished without damage.

The name of the Charles L. Koch Company at Perrysburg has been changed to the Koch Lumber Company, with no change in the ownership or policy of the company.

The Up-to-Date Woodworking Company of Cleveland has been chartered with a capital of 500 shares of stock, no par value, designated by Max Skolnik, Harry Atkin, Meyer Goldstein, Albert Shavitz and K. V. Moran.

T. P. Kirby, until recently manager of the Louisville Lumber & Supply Company at Louisville, O., has purchased an interest in the Lake County Coal & Supply Company at Painesville after selling his interest in the former concern.

The Gallant Lumber & Coal Company of Toledo has been chartered with a capital of \$30,000 by A. R. Gallant, L. J. Gifford and others.

L. L. Hay, a well known lumberman of Columbus and head of the L. L. Hay Lumber Company, is slowly recovering from partial paralysis, superinduced by taking cough drops.

The New York Ventilator & Screen Company of Dayton has been chartered with a capital of \$10,000 by Samuel Hughes, W. Troy Powell and others.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company, speaking of conditions in the hardwood trade, said: "There is a decidedly better tone to the trade, which is evidenced both by more inquiries and larger orders. Retailers are buying better and orders are also being received from the automobile, box and furniture trade. Prices while still showing a wide spread are not as irregular as formerly. The upper grades of hardwoods are very scarce and that has the effect of switching the demand to the medium and lower grades."

E. M. Stark, vice-president and treasurer of the American Column & Lumber Company, is another of the Columbus hardwood producers to see a much better feeling in the trade, with brighter prospects for the future. He reports a better demand from manufacturing establishments, especially those making boxes, automobiles and furniture. Mr. Stark recently returned from a business trip to Buffalo.

CINCINNATI

A change in the managership of the Cincinnati office of the Clyde Iron Works was made during the past two weeks. M. D. Troyer, assistant sales manager, succeeded W. C. Champion, who has represented the company in this district for several years. Mr. Champion has been promoted to the position of Pacific Coast sales manager of the company, with headquarters at Seattle, Wash. Mr. Troyer has represented the company in the northern states for the past two years, working out of the main office at Duluth. The Cincinnati office has jurisdiction over the states of Ohio, Kentucky, Pennsylvania, Indiana, Virginia, Tennessee, West Virginia and North Carolina. Before entering the sales force of the company, Mr. Troyer worked in the various departments at the company's main plant. During the war he served as a commissioned officer in the United States navy. Prior to the war Mr. Troyer was associated with the Minnesota Steel Company.

R. M. Smith, for the past two years associated with the Anchor Lumber Company, has sold his interests in that concern to Kenneth F. Williams, majority stockholder, and will engage in the wholesale lumber business under the firm name of R. M. Smith Lumber Company, with offices in the Traction building. Mr. Smith, who will cater to the consuming trade in Ohio, Indiana, Illinois, the East and New England states, will specialize in West Virginia and other southern hardwoods. Before coming to Cincinnati Mr. Smith was engaged in the wholesale and manufacturing lumber business at Parkersburg, W. Va. At one time he was general man-

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

Carolina Portland Cement Co.

ATLANTA, GEORGIA

WE WANT TO MOVE QUICK:

CHESTNUT
No. 2 and Sound Wormy 200,000'
No. 1 Com. Sound Wormy 100,000'
QTD WHITE OAK
6/4" No. 1 Com. & Btr. 2 cars
QTD RED GUM
8/4" No. 1 Com. & Btr., SND. 2 cars
SAP GUM
4/4" FAS 200,000'
4/4" No. 1 Com. 300,000'

WE WANT TO BUY:

HICKORY
5/4" - 6/4" No. 1 & Btr. 1 car
PLAIN OAK
4/4" FAS 100,000'
CHESTNUT
4/4" FAS 50,000'
SAP GUM
4/4" No. 2 Com. 100,000'
8/4" FAS 10 cars
13/17" Boxboards 3 cars

Mills in GEORGIA,
TENNESSEE, ALABAMA and
MISSISSIPPI

We can Dry Kiln
and Surface Stock from our
Livingston Tennessee Mills

Send Us Lists of What You Have to Offer or Want to Buy

Quick Shipment!

4/4" or 5/4" No. 1 Com. & Sel. Sap Gum...10 cars
4/4" or 5/4" No. 2 Com. Sap. Gum.....10 cars
4/4" No. 1 and No. 2 Com. Cypress.....10 cars
4/4" No. 1 and No. 2 Com. Cottonwood...10 cars
8/4"-10/4"-12/4" Tough White Ash..... 8 cars
4/4" No. 1 Com. & Sel. Pl. White Oak.... 5 cars
4/4" No. 1 Com. & Sel. Pl. Red Oak..... 5 cars

These stock is all hand sawn, bone dry, quality lumber. Can surface and resaw. Quotations by wire.

Chapman & Dewey Lumber Co.

MANUFACTURERS

MARKED TREE, ARK.

KANSAS CITY, MO.

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock

OAK DIMENSION, PINE DIMENSION

Old Dominion Lumber Co., Inc., Roanoke, Va.

WARREN ROSS LUMBER CO.

BAND MILL AND YARD, JAMESTOWN, N. Y.

We are running our mill continually, manufacturing all kinds of Hardwoods, and maintain a complete stock here. We ship direct from the mills all kinds of Northern & Southern Hardwoods, also Mahogany.

BEDNA YOUNG Lumber Company

Jackson, Tennessee

Sales Office, Indianapolis, Ind.
610 Lombard Building

Manufacturers of

Quartered White Oak Quartered Red Oak and Other Hardwoods

When in the market for

High Grade Lumber

please let us have your enquiries.

anager of the Babcock Coal & Coke Company, a subsidiary of the Babcock Lumber Company at Fayette City, W. Va.

Lumber dealers were notified last week by the Pennsylvania railroad that it has extended Cincinnati switching limits to Reading, Norwood Heights and Madisonville, Ohio. The carriers, however, have not cancelled through rates which are published to these points, so until these rates are cancelled and references carried in tariffs for application of Cincinnati rates to the above points, all carload shipments will be consigned to Cincinnati and reconsigning instructions placed with delivering lines at Cincinnati. This will enable the shippers to obtain protection of Cincinnati rates to the above destinations.

EVANSVILLE

The reduction in the cost of prepared lumber for homes here during the past two weeks has called attention to the fact that everything in the building line is having its inning toward the lower trend of prices. Mill men generally are looking for the closing of many contracts that have been waiting for the last word in reduction, and it seems now to have come. Some of the mills that furnish plans for bungalows and take contracts have had many inquiries on their books for some months, and these will now be followed up in the hope that people will see the value of building now instead of later. The Evansville Planing Mill Company, which announced the reduction in prices for the mill men of the city, has announced that a two-story brick addition will be built immediately to take care of the new work that is already in sight. Work on the addition will start at once. The company is building a number of resident buildings in the city this summer.

Claude Wertz of the Maley & Wertz Lumber Company helped to arrange an outing of the Press Club members of this city on the steamer May Queen on the Ohio river on Sunday, May 15, which was attended by most of the members of the club. Mr. Wertz formerly was secretary and treasurer of the club.

The Mutual Truck Manufacturing Company of Sullivan, Ind., will not move its plant to Peru, Ind., as was planned several weeks ago. A. W. Pierce, the inventor, who desired to move the factory from Sullivan to Peru, had sold his interest in the concern for \$50,000 and is planning to start another factory at Peru independent of the Sullivan factory.

J. W. Whitson, representing the Whitson Lumber Company of Nashville, Tenn., was a business visitor in Evansville a few days ago. He said that while the lumber trade in the South had been sluggish for some time past that things now are getting a whole lot better.

Daniel Wertz of the Maley & Wertz Lumber Company and Joe Waltman of the Evansville Band Mill Company are among the local lumbermen

who will attend the annual convention of the hardwood lumber manufacturers of the United States at Philadelphia in June. Mr. Waltman will drive through in his car and will be accompanied by his wife and son.

Joseph T. Moritz, representing the R. S. Bacon Veneer Company of Cincinnati, made a business trip a few days ago and called on the local trade. He reported that he had noted some improvement in trade during the past few weeks.

D. C. MacLaren, formerly engaged in the lumber business here, now engaged in the same business at Indianapolis, was here a few days ago calling on the local trade. Mr. MacLaren formerly was president of the Evansville Lumbermen's Club.

John C. Greer of the J. C. Greer Lumber Company and president of the Evansville Lumbermen's Club, has returned from Tennessee, where he inspected the stave mills of his company. He reports the stave business is very good at the present time and he is looking for it to get better still.

Gus A. Bauman of the Maley & Wertz Lumber Company has returned from a business trip in the South.

Charles A. Wollfin, president of the Wollfin West Side Lumber Company, has returned from a business trip to Chicago. Mr. Wollfin's son, Carl A. Wollfin, is now associated with a large lumber concern at Minneapolis, Minn., and is doing well. He will return here in a short time to marry Miss Helene Busse, only daughter of Dr. Edward P. Busse.

Lawrence Edinger has accepted a position as salesman with the W. M. Simpson Lumber Company at Poseyville, Ind. He is well and favorably known to the trade in southern Indiana.

There is more activity in the logging camps along Green river in western Kentucky than for several months past, and it is expected that many logs will be gotten out this summer and brought to the local saw mills. For many years past many of the mills in the Evansville district have secured much of their log supply from the Green river valley. At one time practically all the logs consumed by the local mills came from Green river.

MEMPHIS

The York Lumber & Manufacturing Company is nearing completion of its big plant in East Memphis on Bellevue avenue, which is being built to replace the one burned some months ago. Several departments have already been placed in operation, while the entire plant will be under steam within less than thirty days.

More hardwood plants have closed down in Memphis proper during the past fortnight and not a single one that was previously out of commission has resumed operations. It is declared by members of the trade here that the best information obtainable bears out the idea that hardwood production throughout the valley territory does not amount to more than 10 per cent of normal, with the figure rather below this mark. It may be said, also, that logging operations are practically at a standstill and that no preparations are being made to resume these. Hardwood interests are coming more and more to the conviction that there will be very little lumber produced this year that will be available for use during 1921. R. L. Jurden of the Penrod-Jurden Company, Memphis, and Helena, Ark., is authority for the statement that not a single hardwood mill in the latter center is operating at the present time, the last one having suspended indefinitely during the current week.

The will of the late J. V. Rush of the Rush Lumber Company bequeathes two-thirds interest to his son, Paul, and the remaining one-third to his widow, Mrs. Fannie W. Rush, after payment of bequests of \$500 to each of the pastors of Sacred Heart Church, Memphis, and Church of the Ascension, Evansville, Ind., and \$250 each to charitable organizations in the two cities named. Mr. Rush was a native of Evansville, but had made Memphis his home since 1909 and the two cities shared exactly alike in his benefactions.

W. E. Hyde of the Hyde Lumber Company and DeSha Lumber Company will sail for Europe in the immediate future. He will be accompanied by Mrs. Hyde.

Roland H. Darnell of R. J. Darnell, Inc., is another prominent member of the lumber industry who is planning to sail for Europe. He is getting his passports and other credentials together and will go across early in July.

LOUISVILLE

Edward L. Davis of the Edward L. Davis Lumber Co., recently returned from a trip to both the New York and Boston district as well as the Lake Michigan district, visiting Detroit, Toledo, Chicago and other points. He reported stocks in consumers' hands in good shape, many having three to five months supply, and buying merely as they need stock to replace short lines.

W. A. McLean and Will Day, of the Wood Mosaic Company, are members of a party that Mr. McLean has taken to Ottawa, Can., for a few days of fishing, at his private estate.

Preston P. Joyes of the house of W. P. Brown & Sons Lumber Company, is shooting some good golf this year, leading the Louisville Country Club players with a net 70 on Saturday, May 14. T. H. Gamble, hardwood operator, and C. C. Mengel, Jr., both shot 74.

A. E. Norman, Jr., of the Norman Lumber Company, reports business as under that of sixty days ago, lumber being a little scarce.

At Owensboro, Ky., the Hayden Planing Mill Company, capital \$15,000,

has been chartered by L. Mahlinger, William J. Hayden and W. LeRoy Hayden.

News from Paducah, Ky., is to the effect that the new Paducah Casket Company is now running steadily, and getting out a considerable quantity of merchandise.

Roscoe Durbin and Will Rice, Cynthiana, Ky., have sold the Cynthiana Planing Mills, formerly E. E. Clark & Brother, to J. T. Kenton, lumber man, who has announced that E. E. Clark will manage the plant.

The new Knox Hardwood & Manufacturing Company, of Barboursville, Ky., has announced plans for erection of a new plant, 30x60 feet. W. R. Lay is president.

T. H. Gamble, of Gamble Brothers, hardwood operators at Louisville, reports better demand for poplar siding, and that business as a whole has been more active with the house than at any previous time this year.

William J. Rice, president of the Rice-Fern Hub Company, of Marengo, Ind., manufacturers of hubs and rims, has arranged to move the plant to English, Ind., from Marengo, partly due to scarcity of the right kind of timber at Marengo, and due to the fact that English business men have offered to take up \$35,000 worth of preferred stock to get the company to come there.

ST. LOUIS

Lumbermen occupied the stand during the second day of the inquiry into building material prices being conducted by the state of Missouri at Jefferson City. The hearing was started Tuesday, May 18, brick manufacturers being the first to testify.

A. Boeckler, president of the Boeckler Lumber Company, testified that members of the St. Louis Lumber Trade Exchange are required under penalty of fine to figure a definite and uniform "service charge" in making bids. This method was adopted in 1914.

R. S. Hoxie, manager of the exchange, said the manner of arriving at the service charge was for accountants to visit each firm which is a member of the exchange, get from its books the exact cost of handling lumber, which includes taking of lumber from cars, piling it in yards, etc. The ten firms shown by the figures to be the most efficient are then separated and an average of the cost of these ten is taken. That gives the uniform service charge which all members of the exchange are required to figure in prices for lumber.

Assistant Attorney General Otis attempted unsuccessfully to get Hoxie to admit that the exchange fixes prices at least to the extent the service charge figured in the sale price of lumber.

The Lumbermen's Exchange bulletin for May 18 contains a warning to members to look out for fire in yards. Some fires have occurred recently in a couple of the yards and a man is under arrest who is thought to be a firebug.

In examining the piles in a yard recently oiled waste was found sticking in an opening.

The Lumbermen's Exchange jointly with local Hoo-Hoo will serve a mid-day luncheon June 1 at the Statler Hotel.

On this occasion D. S. Montgomery will deliver an address with stereopticon views on lumbering in the northwest.

INDIANAPOLIS

Announcement has been made that the Logansport Body Works of Logansport, Ind., after having been closed for six months, has resumed activity. Manager Harry Shaw states that a recent substantial order from the Haynes Automobile Company of Kokomo will permit the plant to remain in operation until other contracts have been received.

An arrest was made recently on a charge of trespass against Ernest Boyer, an alleged private detective, who is said to have installed a dictaphone in the home of Otto Burrows, 625 Spring street, a former employe of the Talge Mahogany Company. Burrows was injured while in the employ of the Talge company in 1916 and suit was filed against the company from which he received judgment of \$4,500. This was carried to the supreme court, where the decision was reversed and another suit was filed. The police believe Boyer was endeavoring to obtain evidence against Burrows to be used in the suit and for that reason installed the dictaphone in Burrows' home on a pretext that he was an employe of the telephone company and had come to take wiring out of the house. The wires were connected to some other wires placed in a nearby shed.

WISCONSIN

The Flanner-Steger Land and Lumber Company of Wausau has recently increased its authorized capitalization from \$250,000 to \$800,000 to accommodate the development and expansion of its business.

The Westfield and Fall River Lumber Company, with headquarters at Mosinee, has increased its capital stock from \$100,000 to \$250,000. It is a large wholesale and retail dealer in hardwoods and other lumber and forest products.

The Oconomowoc Wooden Toy and Specialty Company of Oconomowoc has amended its corporate articles to provide for an increase in capitalization from \$50,000 to \$80,000. It plans enlargement of its factory.

The Nutter sawmill at Spirit Lake, north of Tomahawk, together with planing mill, box factory, shingle mill and an excelsior shop, was almost

DELTA HARDWOODS

BACK UP YOUR REPUTATION

BY THE USE OF HARDWOODS OF ESTABLISHED *QUALITY*. WE ARE PREPARED TO SUPPLY YOUR MOST EXACTING DEMANDS, BOTH IN *SERVICE AND QUALITY*, BECAUSE WE SPECIALIZE IN HARDWOOD LUMBER. OUR STOCKS ARE UNIFORMLY MANUFACTURED AND GRADED. THEY APPEAL TO THE CAREFUL BUYER AND LEAVE SATISFACTION IN THEIR WAKE.

WE STUDY
TO PLEASE *YOU*

The

BREECE

Double Band Mills Manufacturing Co.
|| Arkansas City, Ark. Portsmouth, Ohio

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4 1/4" No. 1 & Selects.....	40,000'
4 1/4" No. 2 Common.....	115,000'
5 4" 1sts & 2nds.....	30,000'
5 4" Selects.....	35,000'
5 4" No. 1 Common.....	40,000'
5 4" No. 2 Common.....	200,000'
6 4" 1sts & 2nds.....	5,000'
6 4" Selects.....	35,000'
6 4" No. 2 Com. & Btr.....	65,000'
6 4" No. 2 Common.....	40,000'
8 4" No. 1 Com. & Btr.....	40,000'

SOFT ELM

6 4" No. 2 Com. & Btr.....	90,000'
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ASH

4 1/4" No. 2 Com. & Btr.....	100,000'
HARD MAPLE	
5 4" No. 1 Com. & Btr.....	190,000'
5 4" No. 2 Common.....	200,000'
6 4" No. 1 Com. & Btr.....	70,000'
6 4" No. 1 Selects.....	12,000'
6 4" No. 2 Common.....	175,000'
8 4" No. 2 Com. & Btr.....	200,000'
10 4" No. 2 Com. & Btr.....	20,000'

SOFT MAPLE

4 1/4" No. 2 Com. & Btr.....	100,000'
6 4" No. 2 Com. & Btr.....	11,000'

BASSWOOD

4 1/4" No. 1 Com. & Btr.....	200,000'
4 1/4" No. 2 Common.....	25,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

Band mills at

Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut
OTHER HARDWOODS

J. V. Stimson & Co.
OWENSBORO KENTUCKY

Regular Width and Lengths; Dry

White Ash.....	Com. & Bet. 4/4 to 16/4
Beech	Log Run 4/4 to 8/4
Chestnut	Com. & Bet. 4/4
Elm	Log Run 4/4 to 16/4
Red or Sap Gum...	Com. & Bet. 4/4 to 8/4
Hickory	No. 1 Com. 4/4 to 16/4
Maple	Log Run 4/4 to 16/4
Qtd. White Oak...	All Grades 1/2" to 8/4
Qtd. Red Oak.....	All Grades 3/4 to 8/4
Pl. White Oak.....	All Grades 5/8 to 16/4
Pl. Red Oak.....	All Grades 3/4 to 16/4
Poplar	All Grades 5/8 to 8/4
Qtd. Sycamore.....	Log Run 5/8 to 4/4
Walnut	All Grades 5/8 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS
Owensboro, Ky. Campbellsville, Ky.

known origin on May 6. The plant had been in operation for some time and had been in process of rebuilding the plant has been

The company of Loganville, manufacturer of motor trucks, adapted for heavy hauling, to the design of the design has been in production for some time at the plant of the Luyerne Motor Truck Company at Luyerne, Minn., which is primarily associated with the Loganville concern. The heavier motor truck has a six cylinder engine and can accommodate a 3 ton load and has pneumatic cord tires.

The Lumber Company of Oshkosh, recently destroyed two of its mills in Idaho which had been converted an aerial mail service fire. The envelopes were badly scorched but the envelopes were legible. Each was marked, "This letter salvaged from air mail plane destroyed by fire at Rock Springs, Wyo., May 5, 1921. (Signed) Postmaster, Cheyenne, Wyo."

John H. Moss, vice president and treasurer of the Rockwell Manufacturing Company, Milwaukee, and widely known in the sash, door, mill-work and fine interior trim industry, has been elected vice-president of The City Bank of Milwaukee to fill a vacancy caused by death. Mr. Moss has been a director since the bank was established early this year.

The Dependable Baggage Company of Stanley has reorganized its directorate following the resignation of L. I. Roe, George H. Hipke and E. F. Burr. The board of F. S. Grubb and George C. Hoepfner have acquired their holdings. New directors are Louis Hansted, O. W. Henderson, and J. C. March. Mr. Grubb has been elected president and general manager, and Mr. Hansted, vice-president. Mr. Hoepfner continues as secretary treasurer, and in charge of production and sales. The plant was destroyed by fire several months ago but will be rebuilt immediately. Work is under way on a factory, dry kiln, boiler house, warehouse and office.

The Konz Box and Lumber Company of Appleton, manufacturer of cheese boxes, crating, veneers, etc., has opened a new department which will engage in the wholesale and retail lumber business. The company recently built a new sawmill and the lumber department will handle the surplus output as well as dealing generally in wood products. It is owned by the same interests as the Seymour Woodenware Company at Seymour, north of Appleton, which has recently completed the construction of a new plant to replace the one destroyed by fire last Fall. S. A. Konz is president of both corporations.

The United Motor Truck Body and Cab Company of Glenwood is the name of a new corporation which has been organized with a capital stock of \$50,000 to manufacture motor truck bodies, cabs, etc. The incorporators are Frank J. Preeshl, Ray B. Lightfoot and Charles Preeshl, all of Glenwood.

W. B. Holla, president, and W. J. Thomas, secretary and treasurer of the Delta Hardwood Lumber Company of Rayville, La., spent some time at the middle of May in the Northern Wisconsin territory. They conferred at Marshfield, Wis., with J. C. March and M. G. Flekenstein.

The Haugen Box and Crating Company, Haugen, Wis., has been incorporated with a capital stock of \$15,000 by Orrin H. Ingram of Eau Claire; James M. Lee and E. L. Brunett. It intends to build a mill and factory at Haugen for the production of cheese boxes, veneers and other containers, crating stock and by-products.

The Hardwood Market

CHICAGO

The demand for hardwood lumber continues fairly good in this market, with the manufacturer of flooring standing out as the heaviest buyer. The most noticeable increase in demand is for No. 1 and No. 2 common oak, which has caused a stiffening in prices. None of the wood consuming industries outside of the flooring plants is making any large purchases. The buying policy remains hand-to-mouth, the orders being for one to three cars in most instances. In the meantime there is increasing evidence of the shortage of upper grades, while the lower grades do not seem to be affected in the same proportion. The furniture makers are buying somewhat better than the piano and other lines just at present. Hardwood lumbermen here are hopefully watching the outcome of the announcement of the Railroad Labor Board that wages of rail employees will probably be cut an aggregate of \$400,000,000. They expect this to bring about an immediate cut in rates on lumber, which they firmly believe would soon result in a sharp increase in demand.

BUFFALO

The hardwood yards report some midsummer dullness prevailing at present, with the general tendency among consumers to limit their pur-

chases to small quantities. Their needs in most cases are not large, so they are unwilling to buy, except for immediate use. Some wholesalers believe that the market is showing a slightly larger amount of activity, while others say conditions are unchanged from a month ago. It is generally believed that it will be fall before any brisk business is seen.

More strength has developed in the better grades of hardwoods during the past two weeks, and especially in plain oak. This is regarded as quite an encouraging sign and as indicating that the mill curtailment is beginning to show its effects. Some of the recent specialists in hardwoods at cheap prices have been revising their lists, and turning down some of the offers which not long ago would have been accepted.

BOSTON

Improvement of a gradual kind continues to show itself right along in the hardwood market here. Of course the business continues to be somewhat irregularly distributed and there are some dealers who will tell you there is no improvement in business. Apparently there is to be no boom in trade, but improvement is to be of the slow and sure kind. The weak tone to the lower grades is still admitted, as there continues to be considerable accumulation. But in the upper grades there is a decidedly firmer tone and no more of the concession making which a while ago so characterized the whole market. Improvement is chiefly noted in the demand from the furniture makers and from the hardwood yards. There is as yet no appreciable bettering in the demand from the railroads or in the export field. There is a little more being called for by the piano makers, but they are not as yet at all encouragingly in the market. The same is rather true still of the automobile body people and of the chair makers.

CLEVELAND

Prices of hardwoods are stationary, with demand weak. The demand for cypress has weakened further during the past week and recovery is not looked for in the near future.

The almost complete tie-up in the building trades continues and the larger hardwood dealers who have their fingers on the pulse of the situation do not see much hope in the immediate future. There are, however, a few interior jobs not affected by the strike, and a small amount of hardwood is moving out in those directions.

Aside from the temporary lull in activity on account of the strike, fundamental conditions are good, and this accounts for the fairly firm prices in spite of the weakened demand. This condition is well backed, and it is the general opinion that the strike will be over and the men back at work long before a break in the market occurs.

Automobile, furniture and other manufacturing industries are consuming hardwood steadily, but they show no tendency to buy very far into the future.

COLUMBUS

A much improved tone to the hardwood trade in Columbus and central Ohio territory is reported. Buyers are now coming into the market better and orders average a good deal more than formerly. The better feeling is seen not only in retail circles but also among manufacturers, especially those making boxes, automobiles and vehicles and furniture. All of these industries show a tendency to buy and a number of fair-sized orders have been booked from that source.

Retail stocks are not large in any territory and they are also rather broken. With building operations increasing there is a better demand for many hardwoods from that class of trade. Retailers apparently realize that the bottom has been reached and they are buying more liberally than formerly. There is a growing scarcity in the better grades, especially of oak and poplar. This is having the effect of turning the demand towards the medium and even lower grades.

With production at the mills still curtailed little increase in dry stocks is anticipated and as a result prices are expected to strengthen. There is still a rather wide range but many of the extreme low quotations are not heard. Strongest points are interior trim, firsts and seconds oak and poplar and automobile stocks. Low grade stocks for box manufacturing are also moving fairly well. Shipments are coming out promptly and collections are better than formerly.

INDIANAPOLIS

Production remains on the increase among the woodworking industries here and in the central Indiana district. The automobile body manufacturing plants are increasing production steadily and appear to have sufficient orders to carry them for at least sixty days at present output. The furniture factories are reporting some orders, though the increase in business is not comparable with that in the body plants. During the past week several furniture factory executives have returned from eastern markets with reports that the East looks much more prosperous than it has looked for some time. Some orders were placed, also, and these

A Few Bargains in Dry Hardwoods offered by Wheeler-Timlin Lumber Co.

4 4" No. 1 & Btr. Birch.....	4 cars
6 4" No. 1 & Btr. Birch.....	4 cars
8 4" No. 1 & Btr. Birch.....	1 car
10 4" No. 1 & Btr. Birch.....	1 car
4 4" No. 3 Birch	10 cars
5 4" No. 2 Birch	1 car
6 4" No. 1 & Btr. Soft Elm.....	10 cars
6 4" No. 3 Soft Elm.....	4 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING
DRY HARDWOODS

SOFT ELM	
No. 2 & Btr. 4 1 reg widths & lgths.....	12 mos dry
No. 2 & Btr. 5 1 reg widths & lgths.....	1 mo dry
No. 2 & Btr. 6 1 reg widths & lgths.....	15 mos dry
(Largely No. 1 Common)	
No. 1 & Btr. 8 4 reg widths & lgths.....	5 mos dry
No. 1 & Btr. 10 4 reg widths & lgths.....	15 mos dry
No. 1 & Btr. 12 1 reg widths & lgths.....	2 mos dry
No. 1 1 1 reg widths & lgths.....	12 mos dry
No. 3 1 1 reg widths & lgths.....	6 mos dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

DRYING
 VENEER "Proctor" PROCTOR & SCHWARTZ
 and Re-drying DRYERS PHILADELPHIA, PA.

B I R C H
 We have very complete stocks of
 dry lumber in 4/4 to 16/4 thickness
DOMESTIC HARDWOODS, Inc. 33 West 42d Street
 NEW YORK

JACKSON & TINDLE
 INCORPORATED
 Sales Office GRAND RAPIDS, MICH. Main Office BUFFALO, N. Y.
 Complete stock of
Dry Northern Hardwoods
 HARD MAPLE BIRCH
 SOFT MAPLE BEECH
 BASSWOOD ELM
 UP-TO-DATE BAND MILLS Now OPERATING at PELLSTON and MUNISING, MICH.

We offer **COMPLETE STOCK**
WISCONSIN OAK
 "TRY US"

MAPLE	BIRCH
4/4" No. 1 Com. & Btr..5 cars	4/4" No. 1 Com. & Btr..3 cars
4/4" No. 2 Com.....4 cars	4/4" No. 2 Com.....5 cars
5/4" No. 2 Com. & Btr..6 cars	5/4" No. 1 Com. & Btr..3 cars
8/4" No. 2 Com. & Btr..4 cars	8/4" No. 2 Com. & Btr..3 cars
10/4" No. 2 Com. & Btr..2 cars	8/4" No. 1 Com. & Btr..2 cars
16/4" No. 2 Com. & Btr..1 car	12/4" No. 2 Com. & Btr..1 car

Brooks & Ross Lumber Co.
 SCHOFIELD, WISCONSIN
 (SALES OFFICE AND MILL)

The Tegge Lumber Co.
 High Grade
 Northern and Southern
 Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
 Milwaukee, Wisconsin

except in the worst is past. Makers of musical instruments, including the building machine cabinets, report a slight increase in business and the manufacturers. Among the retailers the situation is worse. Demand has fallen off appreciably since the last report, due almost entirely to labor trouble, either directly or indirectly. New construction is being reported until something definite is learned concerning the labor situation when a settlement is made. Stocks in the dealers' yards are low and almost no buying is being done. Prices on the uppergrades appears to be steady, but lowers are soft.

EVANSVILLE

There has been some improvement in the trade of the hardwood lumber market in Evansville and southern Indiana during the past two weeks, and in the opinion of the manufacturers the worst of the business depression has passed away and they feel that from this time on there is going to be a better demand for lumber. Stocks are still low, due to the fact that several of the mills have been operating during the past three or four months. It is pointed out that prices are bound to get better as the demand for lumber increases. Few of the hardwood mills here are running at this time, and not many logs are being brought in at the present time. Prices are firmer than they were a month ago and there is less price slashing now than there was for three months after the first of the present year. Manufacturers say that the tone of the market is not only better, but that more orders are coming in and that inquiries are more numerous and they feel sure that some of these inquiries will lead to new business a little later on. The retail lumber business is improving some along with the wholesale business. The various wood consuming factories of Evansville, as well as those at Tell City, Ind., Jasper, Ind., Henderson, Ky., and Owensboro, Ky., are being operated on longer time, and more of these plants are now in the market for lumber. The general trade situation is a whole lot better and collections are holding their own. Manufacturers as well as the retail dealers, are of the opinion that trade is going to be better in June than it was in May, and they report that May showed a nice improvement over the month of April. Box manufacturers say that their trade is fairly good.

MEMPHIS

The hardwood market does not present any striking new feature. The tone is showing steady improvement and the market is advancing with considerable rapidity on the higher grades and with a fair degree of rapidity in the case of No. 1 common in red gum, oak, ash and some other items. The recovery on firsts and seconds from the level generally prevailing some weeks ago when the market was at its worst has been somewhere between \$10 and \$20 per thousand feet. The gain in No. 1 common has not amounted to half as much as in firsts and seconds, and the improvement in Nos. 2 and 3 common has been comparatively light. The spread as between firsts and seconds and No. 1 common is considered very wide, and some consumers are placing their orders for the No. 1 common instead of firsts and seconds on this account.

Stocks, generally speaking, are decreasing because of the excess of sales and shipments over the quantity being placed on sticks. It is conservatively estimated that not more than 8 to 9 per cent of the total stock in the southern hardwood field comprises firsts and seconds. It is further estimated that Nos. 2 and 3 common represent between 43 and 47 per cent of the total holdings. The difference between the two is represented by No. 1 common.

Production is failing to show increase. In fact, more mills, including some of those which started up for temporary cutting of logs which had to be saved from spoilage, have stopped running than have started. There appears to be no general disposition on the part of owners of timber lands to cut their timber and convert it into lumber under present relations between supply and demand. Weather conditions have been much more favorable during the past fortnight, but there is still considerable surface and back water in the lowlands, making logging operations difficult. It is not overstating the case, however, to say that the vast majority of manufacturers are "lying low," and are making no preparations whatever to bring out fresh logs because they are not impressed with the advisability of this course in the present situation. Voluntary curtailment, based on the present relations between supply and demand, is cutting a vastly larger figure in restricting hardwood output than unfavorable weather. Still, the latter is a factor of considerable importance as indicated by the fact that manufacturers have no hesitancy in saying that, even if they were of a mind to get out logs and start up their machinery again, they would be held in check to a marked extent by the presence of so much water in the lowlands, where most of the timber lies.

Domestic consumers, with building trade interests leading, are the principal buyers of southern hardwoods. There is almost no business overseas. In this connection, it may be noted that W. H. Russe of Russe & Burgess, Inc., who has recently returned to Memphis after a stay of some weeks in France and the United Kingdom, is authority for the statement that settlement of the reparations question ought to prove a stimulating factor in the foreign situation and start a gradual return of buying on the part of wholesalers and consuming interests. He is afraid the labor situation in England will prove a repressive influence for the immediate future because of its serious interference with industry, but he is hopeful that there will be steady improvement in the situation overseas, as affecting

southern hardwood lumber and forest products, as soon as the coal strike is settled. Mr. Russe says there are fair stocks of hardwoods in the hands of wholesalers and distributing interests generally, but that consumers are carrying very little stock for the reason that they have been faced, up to this time, with so much uncertainty. The reparations decision of Gen. Murray, it may be noted in passing, has been taken since Mr. Russe reached Memphis. While the movement of American hardwoods to Europe is very light, there is almost no importation in progress of Japanese oak and other lumber, according to the statement of this authority.

LOUISVILLE

Business is decidedly streaky at the present time, it coming in spurts, with a good week followed by a poor one. In fact, one operator claims that it is as erratic as a bush league player starting in the big leagues. One jobber and producer tells of a trip covering thousands of miles, and producing very little business, and followed by a week of good mail orders, that were not solicited. Two or three concerns have had orders of a hundred thousand feet or better within the past ten days, and such orders look mighty good right now. Movement as a whole is in car lots, with some mixed car business, as consumers in spite of the low production and promising shortage of high grades, continue buying in small lots as needed. The veneer business generally is dull, plants operating with a small percentage of usual forces, while cores are especially quiet. However, it is the general opinion in the trade that slow business now will mean better demand later on in the year, and at better prices due to the fact that many items will be scarce.

ST. LOUIS

While prices are steady there is still very little activity in the hardwood market. Railroads are not buying and other industries are not operating at capacity.

The Attorney-General of the state is conducting an inquiry into the prices of building materials. Lumbermen are of the opinion that this will have little effect on the resumption of building which is still at a minimum.

Building permits issued during April numbered 1011 and had a monetary value of \$1,127,155.

NEW ORLEANS

The local hardwood market is showing strong evidence of a tendency to strengthen and prospects have been steadily brightening for the past fortnight.

Building operations are picking up throughout this section and with an increased number of inquiries and orders from the automobile and furniture manufacturers throughout the country, stock has been moving more freely than for a similar period for several months and certain of the upper grades are reported at a low ebb just now.

Prices, moreover, are beginning to increase slightly. This is particularly true of No. 1 common oak and gum while No. 2 common of both species are holding firm, despite a number of lower offers by consumers who yet apparently are of the impression that they can name their own prices.

MILWAUKEE

The principal effort of hardwood lumber operators in the North at this time is to make prompt disposition of stocks at mills in order that a real resumption of active production may be facilitated. Woods operations, as customary at this period, have ceased, although some concerns are carrying on summer operations on a small scale to compensate for the reduced input of logs during the past winter, which was due to an unusually mild season. Some concerns are closing their mills as rapidly as hardwood logs are sawed out, leaving the softwood logs in pond or deck storage until next fall or winter.

Manufacturers in the North say that business has shown some real signs of recovery in the last two or three weeks, and they look for a resumption in trade measured almost wholly by the attitude of building trades labor as to the rapidity or delay in accepting the reduced or deflated wage scale which inevitably must be made effective. It is encouraging to note that labor is accepting reductions in many large centers, although the degree of decrease in wages has not yet been such that it is satisfactory to the general scheme of readjustment.

Milwaukee woodworking concerns as a rule have rid themselves of excessive inventories. Restricted purchasing and increases in orders have had their effect and the ratio of sales to stocks on hand is said to be more nearly normal than for many months past. The existence of top heavy stocks is one of the most serious obstacles to the recovery of business and with this incubus about gone, there is greater possibility of doing things in a constructive way as regards new buying of raw materials.

Prices are nominally steady to firm, although here and there signs come to the surface where sellers are making concessions in order to move stocks. Top grades are strong, because of a relative scarcity, the effort being to move second, third and lower grades which are more than ample in supply.

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8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
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2 cars No. 1 Oak Bolsters—3' $\frac{1}{2}$ "x4' $\frac{1}{2}$ "—4' 2".
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VENEERS FOR SALE

VENEERS FOR SALE

We are offering a big block, consisting of five million feet of sawed oak and sliced walnut veneer at a very, very low figure. Are you interested?

2,500,000' 1 20th Qtd. sawed white oak veneer 6" to 9" wide.

500,000' 1/20th Qtd. sawed white oak veneer 10" and over.

750,000' 1/16th Qtd. sawed white oak veneer 6" to 9" wide.

1,225,000' 1/28th Sliced walnut veneer.

25,000' 1/30th Sliced walnut stumps.

200,000' 5/16th Qtd. white oak parquet flooring strips, square edged.

1,500,000' Indiana Hardwood lumber.

F. M. BACHMAN COMPANY,
Indianapolis, Ind.

MAHOGANY FOR SALE

FOR SALE PHILIPPINE MAHOGANY

Best quality, prompt shipment direct from mill. C. I. F. Quotations any port. ORIENT TRADING COMPANY, Thompson Bldg., Seattle, Washington.

PLANTS FOR SALE

FOR SALE

Woodworking Plant in good locality, business good. For further particulars address, Box 772, Care HARDWOOD RECORD.

SAW MILL FOR SALE

Fine Stationary Mill in Maine, complete equipment. CHARLES C. GARLAND, Old Town, Maine.

FOR SALE

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES

WANTED

To contract the output of our mill cutting hardwood and short leaf yellow pine to some concern to sell on a commission basis who will advance us \$10.00 per thousand as the stock is cut and put on sticks. Address Box 13, White Plains, Ga.

LUMBER WANTED

WANTED TO BUY

One or two cars 2 $\frac{5}{8}$ x2 $\frac{5}{8}$ x21 clear, dry black walnut squares. JOHN A. DUNN COMPANY, Gardner, Mass.

LUMBER WANTED

We will buy hardwoods of any and every description. Wire or write us what you have with prices and description of stock. ST. JOSEPH VALLEY LUMBER CO., South Bend, Indiana.

WANTED

Beech & H. Maple squares in the rough, straight grained.

1—1/16" 42-48 and 54" long.

1—1/4" 42" long only.

Address Box 763, care HARDWOOD RECORD.

WANTED—LUMBER

3 8 to 8 4 Fas Plain White Oak.

3 8 to 8 4 No. 1 Com. Plain White Oak.

5 8, 3 4 & 4/4 Red Oak Coffin Boards.

3 8 to 8 4 Fas Qtd. White Oak.

3 8 to 8 4 No. 1 Com. Qtd. White Oak.

4 4 to 16 4 Fas Red Cypress.

4 4 to 16 4 Fas Yellow Cypress.

4 4 to 8 4 Fas Chestnut.

We usually buy straight carloads each thickness and grade, and pay cash. Stock to be loaded by National inspector.

Give particulars, widths, lengths, dryness, whether band or circular sawn. Mention State growth Oak as texture is important. Send us your stock and price lists. McLEAN MAHOGANY & CEDAR CO., 742 Ellicott Square, Buffalo, N. Y.

ADVERTISING

Today is the best investment for the building up of business that is possible. Dividends follow advertising more surely today than ever. The Classified Department of the HARDWOOD RECORD is maintained for your benefit. Are you using it?

LUMBER FOR SALE**FOR SALE**

10 cars No. 1 & No. 2 Common second growth Ohio white ash, 6/4 & 8/4, 7 & 8' long dry. S. N. BROWN & CO., Dayton, Ohio.

FOR SALE—LUMBER

Maple Flooring, 13/16x2 1/4" face Clear No. 1 and factory. Kiln dried, end-matched, steel polished. PIVOT CITY LUMBER CO., Indianapolis, Ind.

FOR SALE

15,000 ft. 8/4 Dry Mixed Oak No. 2 Com. & Btr.
12,000 ft. 8/4 90-days dry Hickory No. 2 Com. & Btr.

11,000 ft. 4/4 Beech No. 2 Com. & Btr.
L. C. MALOTT, Memphis, Indiana.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

FOR SALE

Doors, Sash, etc. Slightly used sash, 8x10 glass, six lights to sash, twelve lights to pair, plain rail @ \$1.00 per pair. Slightly used panel doors, \$1.00. New window frames @ \$1.00 each, F. O. B. Hopewell, Virginia. Cash with order, please. HARRISON CONSTRUCTION CO., Petersburg, Virginia.

FOR SALE

Prewar prices Red and White Oak 1" car F&S 5 cars No. 1C 36 cars No. 2C. Two million feet log Run Dry Oak, Poplar, Gum, Tupelo and Cottonwood. Want orders for Oak Timbers also clear dimension. Pine Close Grain 300M Ft. dry 1&2". Can surface. Car Smoke Dry inch B & B. CHAS. A. COURTNEY, Established 1904, Memphis, Tenn.

FOR SALE—CEDAR

15,000' 1" thick Filth sawn
45,000' 1 1/4" thick Filth sawn
42,000' 1 1/2" thick Filth sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

HARDWOOD RECORD

Reaches a purchasing power amongst the manufacturers and wholesale distributors of OVER 340 MILLION DOLLARS. The average rating of our hardwood sawmill operators is in excess of 320 THOUSAND DOLLARS per capita.

By advertising in this section you reach over 90% of the possibilities of this field. Therefore, your publicity matter is of the highest possible value.

TIMBER FOR SALE**TIMBERLANDS FOR SALE**

Large tract of Maine hardwood with saw-mill. CHARLES C. GARLAND, Old Town, Maine.

FOR SALE

307 Acres Timber 3 1/2 miles from Poteau, Okla., saw out 3 million feet sap gum and other hardwoods. Fine veneer proposition. Or will sell land and timber. Owners, BARNES & CAMPBELL, Poteau, Okla.

TIMBER FOR SALE

1400 Acres Black Sandy Loam. 1100 Acres Virgin Hardwood estimated to cut four million feet. 300 Acres under cultivation, 3 sets buildings, woven wire fenced for quick sale. DUNCAN CRELLIN CO., Paris, Kentucky.

TIMBER FOR SALE

5,500 acres directly on Seaboard Air Line Railway in West Florida, near line of Georgia and Alabama. Estimate 55,000,000 feet, mostly oak, gum, hickory and poplar. Price \$15.50 per acre. SMITH & MORGAN, Dothan, Ala.

DOUGLAS FIR TIMBER FOR SALE

A tract of five hundred million feet located near tide water and railroad in the State of Oregon, for immediate operation or for investment. F. W. PAYNE, 2930 Avalon Ave., Berkeley, Calif.

FOR SALE

Fifty million feet Southern Hardwood timber, principally red gum, Modern saw mill plant, forty thousand feet daily capacity, new, completely equipped. Ample logging equipment, teams, tractors, pontoons, tow boats. Easy logging proposition. Key location for two hundred million additional timber. Favorable rates to Eastern markets. Easy terms. Address Box 760, care HARDWOOD RECORD.

FOR SALE

Wish to close a partnership, therefore offer at a bargain about 10 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. R. R. freight to Detroit about \$18 per M. Water freight not over \$6. Location is such that shipments can be made to any point on the Great Lakes. Address Jno. B. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

FOR SALE

Valuable timber consisting of White Oak, Red Oak, Hickory and other hardwoods, original growth, suitable for building and other constructive purposes, estimated as covering 25 acres located at about two miles east of Smithsburg, Maryland, lying along and near the "Old Pike" leading from Hagerstown to Thurmont, adjoining the John H. Ridenour and other properties, formerly owned by the South Mountain Copper Co. There is also on this tract a large quantity of cord wood, which is offered for sale. For further information and terms write J. S. FREEMAN, 1218 CHESTNUT ST., Philadelphia, Pa.

MACHINERY FOR SALE**FOR SALE**

Nine new one-ton capacity, 2-wheel truck trailers, solid rubber tires, 36x5, stands on front and rear, front stand adjustable, just the equipment for a 1 1/2 and 2-ton truck.
L. C. MALOTT, Memphis, Ind.

FOR SALE

2 80 H. P. Bollers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42'
FISCHER LUMBER CO. Kewanee, Mo.

FOR SALE

20 Horse, Rumly, Steam Traction Engine, portable saw rig with 64 ft. 10 in. rubber belting and tools. For quick sale loaded car, Garber, Mo., only \$600.00. Write BONSTEEL LUMBER CO., Branson, Mo.

TWO NEW VENEER DRYERS

For sale one four-section "Proctor" Dryer, one 25-plate "Merritt" Dryer, 96"x116"; also one new 64" Coe lathe and clipper. THE STANDARD VENEER CO., Portland, Maine.

FOR SALE

250 Dry Kiln Trucks, Channel Iron, Roller Bearing, 6'6" long, good condition, only \$6.00 each.

CHAS. N. BRAUN MACHINERY CO.,
Fort Wayne, Ind.

FOR SALE

Since discontinuing the manufacture of veneers, we are offering the following machinery for sale: One knuckle joint veneer press (200 ton, belt power), three glue kettles (Francis, two with power stirrers). If interested, write for full description. MICHIGAN VENEER COMPANY, Alpena, Michigan.

FOR SALE—ONE 18X42 RIGHT HAND

G. F. Nagle Corliss Engine, 250 H. P., No. 20016. In good working condition. Available for immediate shipment. Would quote attractive price to quick buyer. JULIUS BRECKWOLDT & CO., Doigeville, N. Y.

WE'VE GOT 'EM

No. 1 Relaying Rails and Angle Bars, for immediate shipment.

30 lb., 40 lb., 50 lb., 56 lb., 60 lb., 68 lb.,
70 lb., 80 lb., 90 lb.

Write or wire us for quotation stating tonnage and destination.

HYMANN-MICHAELS COMPANY

Peoples Gas Bldg., Chicago
New York Pittsburgh St. Louis

HARDWOOD RECORD

Reaches each issue a purchasing power amongst the buyers and users of hardwoods of OVER 367 MILLIONS OF DOLLARS. The average rating per subscriber amongst the wood-users is OVER 357 THOUSAND DOLLARS per capita.

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CLASSIFIED ADVERTISING DEPARTMENT—Continued

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519 Park St.,
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We do Custom Kiln Drying. Equipped to
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Lists solicited of stocks, hardwood lumber
with prices which I can offer to my trade. I
sell on commission. Dimension stock and ve-
hicle stock are specialties. ALFRED P. BUCK-
LEY, 100 Parkway Bldg., Philadelphia, Pa.

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box factories and veneering factories,
seeking new locations or stumpage
will do well to investigate the hard-
wood timber districts of Minnesota,
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tary to the Soo Line and D. S. S. & A.
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will help you find a location. Address

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FRANK R. BUCK & CO.

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Saw Mill Machinery

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

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Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

ASH	8/4" Select & Better
4/4-16/4" Nos. 2 & 3	4/4" No. 1 Ship
BEECH	8/4" No. 1 Ship
4/4" Log Run, 40% 14' & 16', 75% No. 1 & Btr.	4/4" No. 1 Common
COTTONWOOD	1" No. 2 Common
1" Box Bds., 9-17", 40% 14' & 16' Band Sawn	8/4" No. 2 Common
1" FAS Band Sawn	YELLOW CYPRESS
1" No. 1 Com., Bd. Sawn	4/4" No. 1 Com., 1x10"
1" Log Run, 75% No. 1&B.	60% 14' & 16'
BED CYPRESS	ELM
1" Select and Better	10/4" Log Run, 75% No. 1 & Better

Anything in Fir, Spruce or Yellow Pine

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ARCADE BUILDING, ST. LOUIS, MO.

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Office: Merchants National Bank Bldg., St. Paul, Minn.
Southern Office: Central Bank Bldg., Memphis, Tenn.
Mills: Drew, Miss.; Osmeek, La.; Lake City, Fla.

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Cable Address: HolzmueUer, Hamburg

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LUMBER FOR SALE

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn
hardwoods? A large proportion of the
inferior logs are used for the manufac-
ture of pulp and acid wood. Therefore,
you can see that we have a superior
assortment of lumber to select from
when making our grades.

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VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., 8 1/4, good widths, & lgths.,
dry. AMERICAN COLUMN & LBR. CO.,
Columbus, O.

NO. 2 C. & BTR., white, 4/4-16/4", good
widths, & lgths., 2 yrs. dry. ATLANTIC LUM-
BER CO., Buffalo, N. Y.

NO. 2 C. & BTR., black, 4/4-5/4", 4" & wider,
6' & longer, 10 mos. dry. H. F. BELOW LBR.
CO., Marinette, Wis.

LOG RUN, 4/4, 5/4, ran. widths, ran. lgths.,
50% 14' & 16', 6 mos. & over dry. BRECHT
MFG. CO., Portsmouth, O.

FAS, 8/4; NO. 1 C. & SEL., 8/4. GEO. C.
BROWN & CO., Memphis, Tenn.

COM. & BTR., 4/4-16/4, reg. widths, & lgths.,
yr. dry. BUFFALO HDWD. LBR. CO., Buf-
falo, N. Y.

FAS, 4/4, 5/4, 6/4", av. widths, & lgths., 6
mos. dry. CORNELIUS LBR. CO., St. Louis,
Mo.

NO. 1 C. & BTR., black, 8/4", 2 yrs. dry.
G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 5/4", av. widths, & lgths., 13
mos. dry. CHAS. GILL LBR. CO., Wausau,
Wis.

NO. 1 C., 10/4, 12/4, 16/4", ran. widths, &
lgths., 8 mos. dry. KING MILL & LBR. CO.,
Paducah, Ky.

COM. & BTR., 4/4-12/4". KRAETZER-
CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 5/8-16/4". MALEY &
WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good
widths, & lgths., 4 mos. dry. P. J. LAW-
RENCE LBR. CO., St. Louis, Mo.

COM. & BTR., 8/4, 10/4, 12/4, 16/4". MEM-
PHIS BAND MILL CO., Memphis, Tenn.

NO. 1 & 2 C., NO. 3 C., brown, both 4/1",
MASON-DONALDSON LBR. CO., Rhineclander,
Wis.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg.
widths, & lgths., all dry. STEARNS & CUL-
VER LBR. CO., L'Anse, Mich.

ALL GRADES, 4/4-12/4", reg. widths, &
lgths., 8 mos. dry. J. V. STIMSON, Hunting-
burg, Ind.

COM. & BTR., 4/4-16/4". J. V. STIMSON &
CO., Owensboro, Ky.

NO. 1 C. & BTR., 12/4", reg. widths, & lgths.,
2-8 mos. dry. SWAIN-ROACH LBR. CO.,
Seymour, Ind.

LOG RUN, 6/4, 8/4", reg. widths, & lgths.,
WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. widths, &
lgths., 6 to 8 mos. dry; NO. 1 C., 4-12/4",
reg. widths, & lgths., 6 to 8 mos. dry; NO. 2 C.,
4/4-8-4", reg. widths, & lgths., 6 to 8 mos. dry.

JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4", reg.
widths, std. lgths., 1-2 yrs. dry. northern, good
texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good widths, &
lgths., 2 yrs. dry. ATLANTIC LUMBER CO.,
Buffalo, N. Y.

NO. 2 & BTR., 4/4", 4" & wider, 6' & longer,
yr. dry; NO. 2 C. & BTR., 6/4", 4" & wider,
mostly 6" & wider, 6' & longer, 12 mos. dry;

NO. 2 C. & BTR., 8/4", 4" & wider, (mostly 6"
& wider) 6' & longer, 10 mos. dry; NO. 2 C. &
BTR., (mostly NO. 1 & BTR.) 12/4", 4" & wider,
6' & longer, 10 mos. dry. H. F. BELOW LBR.
CO., Marinette, Wis.

NO. 2 C. & BTR., 4/4", reg. widths, & lgths.,
12 mos. dry, full log run; NO. 3 C., 4/4", reg.
widths, & lgths., 5 mos. dry. EAST JORDAN
LBR. CO., East Jordan, Mich.

NO. 1 & BTR., 4/4", 10" & wider, 8' & longer,
15 mos. dry; NO. 2 & BTR., 6/4", av. widths,
& lgths., 16 mos. dry. CHAS. GILL LBR. CO.,
Wausau, Wis.

NO. 3, 4/4, 5/4; NO. 2 C. & B., 4/4, 5/4".
JACKSON & TINDLE, INC., Grand Rapids,
Mich.

FAS, 4/4, 6/4"; NO. 1 C., 4/4"; NO. 2 C., 4/4,
8/4"; NO. 3 C., 4/4, 5/4"; NO. 2 C. & BTR.,
5/4". MASON-DONALDSON LBR. CO., Rhine-
clander, Wis.

FAS, 4/4, 5/4", reg. widths, & lgths., ship-
ping dry; NO. 1 C., NO. 2 C., both 4/4", reg.
widths, & lgths., shipping dry. W. M. RITTER
LBR. CO., Columbus, O.

NO. 1 C., NO. 2 C., FAS, all 1 1/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4 to 16 1/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BEECH

NO. 2 C. & BTR., 4/4, 6/4, 8/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

COM. & BTR., 4/4-12 1/4", reg. wdths. & lgths., 10 mos. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4", reg. wdths. & lgths., 8 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 C. & BTR., 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

ALL GRADES, 4/4-8/4", reg. wdths. & lgths. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 5/8, reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16 1/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4, 12/4", 6" & wider, 6' & longer, 12 mos. dry; NO. 1 & BTR., 6/4", 4" & wider, (mostly 6" & wider) 6' & longer; NO. 1 & BTR., 8/4, 10/4", 6" & wider, 8' & longer, 10 mos. dry; NO. 1, 4/4", 5" & wider, 8' & longer, 10 mos. dry; NO. 1, 4/4", 7" & wider, 6' & longer, 10 mos. dry. H. F. BELOW LBR. CO., Marinette, Wis.

ALL GRADES, 4/4", reg. wdths. & lgths., no thick out. yr. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 & BTR., 6/4, 8/4"; NO. 1 & BTR., 10/4, 12/4"; 5 x10 & wider. CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 1 & BTR., 5/4, 6/4", all wdths. & lgths., 14 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 3, 4/4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4", ran. wdths. & lgths., 2 yrs. dry. KING MILL & LBR. CO., Paducah, Ky.

NO. 1 & 2 C., 1x4, 8/4"; NO. 1 C. & SEL., 1x5 & wider, also 5/4, 6/4"; NO. 3 C., 4/4, 5/4, 6/4"; NO. 2 C., 1x5" & wider, also 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 & BTR., 4/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., yr. dry; NO. 3, 4/4", reg. wdths. & lgths., yr. dry; NO. 2, 5/4", reg. wdths. & lgths., yr. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

BUCKEYE

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

BUTTERNUT

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

CEDAR

COM. & BTR., red, 4/4", ran. wdths., reg. lgths., yr. dry. FRAMPTON-FOSTER LBR. CO., Knoxville, Tenn.

CHERRY

NO. 2 C., 5/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

ALL GRADES, 4/4", reg. wdths. & lgths., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

CHESTNUT

SD. WORMY & BTR., 5/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. SD. WORMY, 4/4", yr. dry. FRAMPTON-FOSTER LBR. CO., Knoxville, Tenn.

ALL GRADES, 4/4-8/4", reg. wdths., good lgths., yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

FAS, NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., shipping dry; SD. WORMY, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., shipping dry; STRIPS, veneer, 4/4", 3-5 1/2", reg. lgths., shipping dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16 1/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

LOG RUN, NO. 1 C. & SEL., 4/4", ran. wdths., ran. lgths., 50% 11-16", 6 mos. dry. BREECE MFG. CO., Portsmouth, O.

FAS, 4/4", good wdths., av. lgths., 6 mos. dry, large per cent 14 & 16". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C., 4/4", good wdths. & lgths., 1 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

COM. & BTR., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

BX. BDS., 4/4", 13-17" & 9-12", reg. lgths.; FAS, 4/4", 13" & up & 6-12", reg. lgths.; NO. 1 C., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 SHOP & BTR., 6/4", ran. wdths., ran. lgths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

SEL., 4/4", good wdths., av. lgths., 6 mos. dry, large per cent 14 & 16". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 & 2 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., NO. 2 C., 4/4, 6/4, 8/4", reg. wdths., 75% 14 & 16", 10 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

SEL. & BTR., 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

SELS., NO. 1 SHOP, NO. 1 C., NO. 2 C., all 4/4", reg. wdths. & lgths.; NO. 1 C., 4 1/4", 6-8-10", reg. lgths.; NO. 2 C., 4/4", 6, 8, 10 or 12", reg. lgths.; SELS., 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 5/4", reg. wdths. & lgths.; NO. 1 C., 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16 1/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 8/4, 10/4, 12 1/4", reg. wdths. & lgths., 4-6 mos. dry; NO. 2 C., 6/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., NO. 3 C., both 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 6/4, 10/4, 12 1/4", ran. wdths., ran. lgths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

COM. & BTR., 4/4-12 1/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 10/4, 12 1/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-12 1/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4, 16 1/4", reg. wdths. & lgths., 35-90% FAS, 8 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 & BTR., 6/4"; NO. 1 & BTR., 8/4, 10 1/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12 1/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4", ran. wdths. & lgths., band sawn, 8 mos. dry; LOG RUN, 10/4", ran. wdths. & lgths., 8 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 4/4-12 1/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C., 4/4, reg. wdths. & lgths., 6 mos. dry. LAMB FISH HDWD. CO., Charleston, Miss.

LOG RUN, 4/4, 6/4, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4, 12 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., 6/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

LOG RUN, 4/4 & 12 1/4", reg. wdths. & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 4/4, 8/4, 10/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 & BTR., 6/4", reg. wdths. & lgths., yr. dry; NO. 3, 6/4", reg. wdths. & lgths., yr. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

ELM—ROCK

NO. 2 & BTR., 6/4", 4" & wider, 6' & longer, 9 mos. dry. H. F. BELOW LBR. CO., Wausau, Wis.

LOG RUN, 4/4", ran. wdths., ran. lgths., 50% 14 & 16", 6 mos. dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 & BTR., 10 1/4", 5" & wider, 6' & longer, 14 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

GUM—PLAIN RED

NO. 1 C., 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4, 5/4, 6/4, 8/4", good wdth., av. lgth., large per cent 14 & 16", 6 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C., NO. 2 C., both 4/4". CUMMER LBR. CO., Jacksonville, Fla.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HARDWOOD CO., Charleston, Miss.

NO. 2 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

N. 1 C. & BTR., 5/8, 3/4, 4/4, 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1, 5/4, 6/4, 8/4", good wdths., av. lgths., 6 mos. dry, large per cent 14 & 16". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., 12 1/4". GAYOSO LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C. & BTR., 4/4, 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths.; NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 & 2 C., pl., 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 4 mos. dry. NO. 1 C. & BTR., qtd., 5/4, 6/4, 8/4", reg. wdths. & lgths., 4 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 4/4", ran. wdths., ran. lgths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

FAS, 5/4"; NO. 1 C., 5/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4, 5/4, 6/4", good wdths., av. lgths., 6 mos. dry, large per cent 14 & 16". CORNELIUS LBR. CO., St. Louis, Mo.

FAS, NO. 1 C., both 4/4". CUMMER LBR. CO., Jacksonville, Fla.

BX. BDS., NO. 2 C. & BTR., 4/4, 5/8 to 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & SELS., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C., 4/4, 5/4", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 2 & BTR., 4/4, 6/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 & BTR., pl., 4/4, 5/4", good wdths., 60% 14 & 16", band sawn; NO. 2 & BTR., qtd., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., pl., 5/8, 4/4, 5/4", NO. 1 C. & BTR., qtd., 4/4, 6/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. black, 4/4", reg. wdths. & lgths., 4 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 4/4, 5/4, 6 1/4"; NO. 3 C., 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

HARDWOODS FOR SALE

NO. 1 C. & BTR., qtd. black, 1 1/2", ran. widths., log. lgths., 11 & 12", 50% 14 & 16", 6 mos. dry; NO. 1 C. & BTR., qtd., 8 1/2", ran. widths., log. lgths., 11 & 12", 50% 14 & 16", 6 mos. dry; BREECE MFG. CO., Portsmouth, O.
NO. 1 C. & BTR., qtd. S&D, 1 1/2", BROWN EVERTS LBR. CO., Memphis, Tenn.
NO. 1 C., tupelo, CLAMMER LBR. CO., Jacksonville, Fla.

LOG RUN, tupelo, 4 1/4"; NO. 1 C. & BTR., sap & red, 1 1/2", 1 1/2", 1 1/2", NO. 1 C. & BTR., qtd sap & red, 1 1/2", 1 1/2", 1 1/2", GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., figured red, 4 1/4", THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., tupelo, 4 1/4", reg. widths. & lgths., 6 mos. dry. JOHNSON BROS. HDWD. CO., Memphis, Tenn.

NO. 1 C., 1 1/2", ran. widths. & lgths., 8 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C., FAS, tupelo, both 1 1/2", reg. widths. & lgths., 6 mos. dry. LAMB-FISH HARDWOOD CO., Charleston, Miss.

NO. 2 & BTR., black, 1 1/2", good widths. & lgths., 4 mos. dry; DOG BDS., NO. 2 & BTR., 6 1/2", 8 1/2", good widths. & lgths., 10 mos. dry; NO. 2 & BTR., tupelo, 1 1/2", good widths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

BX. BDS., 1 1/2", 12" & up & 9-12", 75% 14 & 16", 10 mos. dry; FAS, NO. 1 C., both 4 1/4", reg. widths. & lgths., 75% 14 & 16", 10 mos. dry; J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., qtd., 6 1/4" & 8 1/4", reg. widths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., R. or S., 4-8-8 1/4", J. V. STIMSON & CO., Owensboro, Ky.

HACKBERRY

LOG RUN, 5 1/4", ran. widths., ran. lgths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4 1/4", 6 1/4", good widths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HICKORY

LOG RUN, pecan, 6 1/4", BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8 1/4", ran. widths., ran. lgths., 50% 14 & 16", 6 mos. & over dry; LOG RUN, pecan, 8 1/4", ran. widths., ran. lgths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, pecan, 6 1/4", GEO. C. BROWN & CO., Memphis, Tenn.

ALL GRADES, 4 1/4-12 1/4", reg. widths. & lgths., 4 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C., 4 1/4-16 1/4", J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 3 1/4", reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

MAHOGANY

ALL GRADES, all thicknesses, especially fine dry stock, 3" & 4". FREIBERG MAHOGANY CO., Cincinnati, Ohio.

MAGNOLIA

LOG RUN, 4 1/4", good widths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 & BTR., 4 1/4, 8 1/4", good widths., 60% 14 & 16", band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4 1/4-16 1/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

LOG RUN, 4 1/4", BELLGRADE LBR. CO., Memphis, Tenn.

SEL. & BTR., 4 1/4", 6" & wider, 6' & longer, 12 mos. dry; NO. 2 4 1/4", 4" & wider, 6' & longer, 12 mos. dry; NO. 3, 4 1/4", 4" & wider, 4' & longer, yr. dry; NO. 1 BTR. 10 1/4, 12 1/4", 6" & wider, 6' & longer, yr. dry; NO. 1 bird's-eye & curly, 5 1/4", 4" & wider, 6' & longer, yr. dry. H. F. BELOW LBR. CO., Marinette, Wis.

COM. & BTR., 4 1/4-16 1/4", reg. widths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4 1/4, 5 1/4, 6 1/4", 6" & up, reg. lgths., 5 mos. dry, 50% & up. FAS; NO. 1 C. & BTR., 4 1/4, 8 1/4", reg. widths. & lgths., 8 mos. dry, quarter sawn. EAST JORDAN LBR. CO., East Jordan, Mich.

FAS, 12 1/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 6 1/4, 8 1/4", NO. 1 & BTR., 12 1/4", CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 1 & BTR., 10 1/4, 16 1/4", 5" & wider, 8' & longer, 14 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 5 1/4, 6 1/4, 8 1/4, 10 1/4, 12 1/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & 2 C., 4 1/4", 10 1/4", 12 1/4", DONALDSON LBR. CO., Rhineland, Wis.

LOG RUN, 10 1/4, 12 1/4", reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS, with 30% SEL., 4 1/4", reg. widths. & lgths., dry; NO. 3 C., 4 1/4", reg. widths. & lgths., dry; NO. 1 C. & BTR., 8 1/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4 1/4-16 1/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 8 1/4, 10 1/4", GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 8 1/4", FAS, 1 1/2", NO. 1 C., NO. 2 C., both 1 1/2", CLAMMER LBR. CO., Jacksonville, Fla.

LOG RUN, 8 1/4", 10 1/4, 12 1/4", GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4", QTD., 5 1/4, 6 1/4, 8 1/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4 1/4, 10 1/4", ran. widths. & lgths., 8 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 4 1/4, 8 1/4", good widths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4 1/4, 8 1/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4 1/4-12 1/4", reg. widths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 4 1/4-16 1/4", J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 10 1/4, 12 1/4", reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

OAK—PLAIN RED

NO. 1 & 2 C., 4 1/4, 5 1/4, 6 1/4, 8 1/4, 10 1/4", reg. widths. & lgths., 4-12 mos. dry. BARR-HOLADAY LBR. CO., Greenwood, Miss.

NO. 1 C., NO. 2 C., both 4 1/4", BROWN-EVERTS LBR. CO., Memphis, Tenn.

COM. & BTR., 4 1/4-16 1/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 5/8, 3/4"; NO. 2 C. & SEL., 5/8"; NO. 3 C. & SEL., 5/8, 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4 1/4-8 1/4", reg. widths. & lgths., DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4 1/4, 5 1/4", GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 8 1/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 5 1/4", GAYOSO LBR. CO., Memphis, Tenn.

NO. 1 C., 4 1/4", GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 4 1/4", ran. widths. & lgths., 8 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 3/8, 1/2"; NO. 2 C. & BTR., 8 1/4", KOSSE SHOE & SCHLEYER CO., St. Bernard, O.

LOG RUN, 4 1/4, 6 1/4", KRAETZER CURED LUMBER CO., Greenwood, Miss.

NO. 2 C., 4 1/4", reg. widths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

ALL GRADES, 1 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 4 1/4, 5 1/4, 6 1/4, 8 1/4", MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 4 1/4, 5 1/4, 6 1/4, 8 1/4", good widths., 60% 14 & 16", band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 3 1/4, 4 1/4, 5 1/4, 8 1/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

ALL GRADES, 4 1/4-8 1/4", reg. widths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

ALL GRADES, 3 1/4-16 1/4", J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & SEL., 4 1/4", reg. widths. & lgths., WISCONSIN LBR. CO., Chicago, Ill.

FAS, 3 1/4 & 5 1/4", reg. widths. & lgths.; NO. 1 C., 5/8, 4 1/4, 5 1/4, 6 1/4", reg. widths. & lgths.; NO. 2 C., 4 1/4, reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C., 1 1/2", BROWN-EVERTS LBR. CO., Memphis, Tenn.

FAS, NO. 1 C., both 4 1/4", THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., & NO. 2 C., both 1 1/2", 18 mos. dry. FRAMPTON FOSTER LBR. CO., Knoxville, Tenn.

NO. 1 C., 5 1/4", GAYOSO LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4 1/4", KOSSE SHOE & SCHLEYER CO., St. Bernard, O.

LOG RUN, 4 1/4, 6 1/4", KRAETZER CURED LUMBER CO., Charleston, Miss.

ALL GRADES, 1 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & 2 C., 4 1/4", good widths., 60% 14 & 16", band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 3/4 & 4 1/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

ALL GRADES, 4 1/4, 5 1/4", reg. widths. & lgths., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

ALL GRADES, 5/8-16 1/4", J. V. STIMSON & CO., Owensboro, Ky.

FAS & NO. 1 C., 4 1/4, 5 1/4, 6 1/4", reg. widths. & lgths.; NO. 2 C., 4 1/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

COM. & BTR., 4 1/4-16 1/4", reg. widths. & lgths., 12 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 5/8-6 1/4", reg. widths. & lgths., DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 8 1/4-12 1/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 6 1/4", GAYOSO LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 1 1/2, 3/8, 5 8"; NO. 1 C., 8 1/4", KOSSE SHOE & SCHLEYER CO., St. Bernard, O.

LOG RUN, 4 1/4-6 1/4", KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C., 3/8, 3/4", reg. widths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

ALL GRADES, 1 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 4 1/4, 5 1/4, 6 1/4, 8 1/4", MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 4 1/4, 5 1/4, 6 1/4, 8 1/4", good widths., 60% 14 & 16", band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4 1/4, 5 1/4", reg. widths. & lgths., shipping dry; FAS, one face, 4 1/4", reg. widths. & lgths., shipping dry; NO. 1 C., 4 1/4, 5 1/4, 6 1/4, 8 1/4", reg. widths. & lgths., shipping dry; NO. 2 C., SD. WORMY, NO. 3 C., NO. 4 C., all 4 1/4", reg. widths. & lgths., shipping dry. W. M. RITTER LBR. CO., Columbus, O.

ALL GRADES, 4 1/4-8 1/4", reg. widths. & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & SEL., NO. 2 C., NO. 3 C., all 4 1/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 5/8, 5 1/4, 6 1/4", reg. widths. & lgths.; NO. 2 C., 4 1/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 5/8-8 1/4", reg. widths. & lgths., DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 1 1/2-8 1/4", J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., 4 1/4", THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., 5 1/4, 6 1/4, 8 1/4", GAYOSO LBR. CO., Memphis, Tenn.

NO. 1 C., 4 1/4", GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 C. & BTR., 3/8", 5 8", 3 1/4", 8 1/4"; NO. 1 C., 1 1/2, 6 1/4", KOSSE SHOE & SCHLEYER CO., St. Bernard, O.

NO. 1 & BTR., 4 1/4", good widths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 1 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 4 1/4, 5 1/4, 6 1/4, 8 1/4", MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 4 1/4, 5 1/4, 6 1/4", good widths., 60% 14 & 16", band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4 1/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8-8 1/4", reg. widths. & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & SEL., 4 1/4", reg. widths. & lgths., WISCONSIN LBR. CO., Chicago, Ill.

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ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 78)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See page 79) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD, WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 80) 150,000 ft 4 1/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 12)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 61)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, **ARKANSAS**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 10)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 13)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 14)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 8)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 76)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 71)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Baltimore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 10)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 10)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 10)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 38)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A, B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 74)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 10)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tachudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 58)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 35)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 76)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

FAS, 5/8, 4/4, 5/4, 6/4, 1", reg. wthds. & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, reg. wthds. & lgths.; NO. 2 & 3 C., 4/4, reg. wthds. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 4/4-16/4", good wthds. & lgths., 2 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.

SD. WORMY, pl. mixed, 3/4, 1/4, 5/4, 6/4", reg. wthds. & lgths. 16 mos. dry. BARK HOLIDAY LBR. CO., Chicago, Ill.

SD. WORMY, NO. 3 C., pl., 1/4", ran. wthds., ran. lgths., 50% 14 & 16", 6 mos. & over dry. BRECE MFG. CO., Portsmouth, O.

NO. 1 & 2, 1/4", good wthds. & lgths., 6 mos. dry, large per cent. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, NO. 1 C., NO. 2 C., NO. 3 C., mixed, all 1/4" CUMMER LBR. CO., Jacksonville, Fla.

NO. 3 C., pl., R. & W., 1/4"; NO. 3 C., qtd., R. & W., 1/4"; THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., NO. 2 C., pl., both 4/4", yr. dry. FRAMPTON-FOSTER LBR. CO., Knoxville, Tenn.

SD. WORMY, 4/4", GAYOSO LBR. CO., Memphis, Tenn.

NO. 3 C. & BTR., 4/4", good wthds. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, pl. all thickness, reg. wthds., good lgths., yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

LOG RUN, qtd. & pl., 4/4", reg. wthds. & lgths., dry; SOUND Crossing Planks, 2 1/2, 3, 4", SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & B., pl., 4/4-16/4", reg. wthds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

PINE

NO. 1 & 2, 8/4", Norway, 4" & wider, 6-16, 8 mos. dry. H. F. BELOW LBR. CO., Marinette, Wis.

LOG RUN, yellow, A. D. nice stock, 4/4", reg. wthds., good lgths., yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

POPLAR

COM. & BTR., 4/4-12/4", reg. wthds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, NO. 1 C., both 4/4" & 4/4, 18" & wider & 13" & wider. CUMMER LBR. CO., Jacksonville, Fla.

NO. 2 C. & BTR., 4/4 & 8/4", reg. wthds. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 8/4", yr. dry. G. ELIAS & CO., Buffalo, N. Y.

COM. & BTR., 12/4, 16/4", ran. wthds., reg. lgths., 18 mos. dry. FRAMPTON-FOSTER LBR. CO., Knoxville, Tenn.

ALL GRADES, all thicknesses, reg. wthds., good lgths., yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

COM. & BTR., 4/4, 8/4", MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", good wthds., 60% 14 & 16", band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4", reg. wthds. & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

ALL GRADES, 5/8-8/4", J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wthds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CLEAR SAP, 5/8 & 4/4", reg. wthds. & lgths.; NO. 1 C., 5/8, 4/4, 8/4", reg. wthds. & lgths.; NO. 2 A. & B. COM., 4/4", reg. wthds. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 C. & BTR., 4/4", good wthds. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

LOG RUN, 4/4", ran. wthds., ran. lgths., 50% 14 & 16", 6 mos. & over dry. BRECE MFG. CO., Portsmouth, O.

LOG RUN, 10/4", reg. wthds. & lgths., 10 mos. dry; LOG RUN, 4/4", reg. wthds. & lgths., 6 mos. dry. JOHNSON BROS. HDWD. CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4", good wthds. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, qtd., 5/8-4/4", J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., qtd., 4/4", reg. wthds. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

WALNUT

NO. 2 C. & BTR., 4/4", good wthds. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

ALL GRADES, 5" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, 4/4 & 5/4", reg. wthds. & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4/4", 6-10", 6 & 7", 8 mos. dry; FAS, 4/4", 10" and up, 6 & 7", 8 mos. dry; FAS, 4/4", 6-10", 8 & 9", 10 mos. dry; FAS, 4/4", 6-10", 8-16", 6 mos. dry.

FAS, 4/4", 5/4", 10/4", 6-10", 8-16", 8 mos. dry; FAS, 5/4", 6-10", 6 & 7", 6 mos. dry; FAS, 5/4", 6-10", 8-16", 8 mos. dry; FAS, 6/4", 6-10", 6 & 7", 6-10 mos. dry; FAS, 6/4", 6-10" & 10" & up, 8-16", 8 mos. dry; FAS, 8/4", 6-10", 8-16", 8 mos. dry; FAS, 8/4", 10/4", 10" & up, 8-16", 10 mos. dry; FAS, 12/4", 6-10" & 10" & up, 8-16", 15 mos. dry; NO. 1 C., 5/8", 5/4", 8/4", reg. wthds. & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. wthds. & lgths., yr. dry; NO. 1 C., 4/4, 6/4", reg. wthds. & lgths., 6-10 mos. dry; SEL., 4/4", reg. wthds. & lgths., 6 mos. dry; SEL., 5/4", 8/4", reg. wthds. & lgths., 8 mos. dry; NO. 2 C., 4/4", reg. wthds. & lgths., 6 mos. dry; NO. 2 C., 5/4", 8/4", reg. wthds. & lgths., 6-10 mos. dry; NO. 2 C., 6/4", reg. wthds. & lgths., 8 mos. dry; SEL., 6/4", reg. wthds. & lgths., 10 mos. dry; FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

ALL GRADES, 5/8-8/4", J. V. STIMSON & CO., Owensboro, Ky.

WILLOW

NO. 1 C., 4/4", reg. wthds. & lgths., 6 mos. dry. JOHNSON BROS. HDWD. CO., Memphis, Tenn.

MISCELLANEOUS HEMLOCK

Complete assortment dry merchantable CHAS. W. FISH LBR. CO., Elcho, Wis.

LATH

Pine, hemlock, basswood, elm. H. F. BELOW LBR. CO., Marinette, Wis.

DIMENSION STOCK

CLEAR OAK, 1 1/4x2-32", 2 1/4x2 1/2-36", 3x3-30", 2x2 1/2-19", 2x2 3/4-36", QTD. RED OAK, 1 1/4x2-32", 2 1/4x2 1/2-36", 3x3-30", 2x2 1/2-19", 2x2 3/4-36", QTD. WHITE OAK, 3/4x3 & wider-22"; CLEAR GUM, MAPLE AND ELM, 2x2, 2 1/4x2 1/2 and 3x3 30", C. B. COLLEORN, Memphis, Tenn.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86", CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, 12-30", 62-86", GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92", CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/8", 6-36", 62-96", 1/16, 12-30", 62-96", 1/20, 12-30", 62-96", 1/8, all clear, 12-30, 86-96"; SHEET STOCK, red, 1/8", 12-30", 86-96", GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98", CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-71", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 41-98"; SHEET STOCK, 1/20", 6-36", 50-98", CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98", CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, red, 6-30, 72-96", GEO. L. WAETJEN & CO., Milwaukee, Wis.

MAHOGANY

HONDURAS & AFRICAN, ALL GRADES & thicknesses, also butts. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98", CHICAGO MILL & LBR. CO., Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96", CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 35-96", CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10" long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

OAK

NORTHERN RED, 1/8", 6-36", 86-96", 1/8" sawn northern, 10-13", 12 & longer; WHITE NORTHERN, 1/8", 6-36, 62-96"; CORE STOCK, 1/8, 8-30, 62-96; QTD. SAWN WHITE, 1/8, 6-12, 10 & longer; QTD. SAWN WHITE, 1/20, 6-12, 10" & longer. GEO. L. WAETJEN & CO., Milwaukee, Wis.

QTD. SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98", CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92", CHICAGO MILL & LBR. CO., Chicago, Ill.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

SLICED, half round, unusually fig. figured; also butts. FREIBERG MAHOGANY CO., Cincinnati, O.

1/20-1/8", HOFFMAN BROS. CO., Ft. Wayne, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

CROSS BANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

THREE PLY, 1 1/4x24x48, G2S, 1 1/4x30x72, G1S, 3/4x36x72, G1S, 3/4x24x72, G2S, 3/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1 1/4x24x72, G1S, 1 1/4x30x72, G1S, 1 1/4x24x72, G2S, 1 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

GUM

FIVE PLY, red, 1 1/4x36x60, 1S, 1 1/4x24x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1 1/4x24x72, G1S, 1 1/4x30x72, G1S, 1 1/4x24x72, G2S, 1 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

OAK

PLAIN RED, FIVE PLY, 1 1/4x36x60, 1S, 1 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x60, 2S, 3/4x30x60, 2S, 3/4x24x72, 2S, 3/4x30x72, 2S. PLAIN WHITE, FIVE PLY, 1 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

YELLOW PINE

FIVE PLY, 1 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company
LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS1 car
4-4 Saps & Selects.....1 car
4-4 No. 1 Com.....2 cars
4-4 No. 1 Com. 12 in. and up wide.1 car
5-4 No. 2 Com. A.....5 cars
5-4 No. 2 Com. B.....7 cars
8-4 No. 2 Com. B.....15 cars

WE HAVE A GOOD STOCK OF
5 8 to 16 4 ASH

AND A COMPLETE STOCK OF
4 4 to 8 4 POPLAR

LET US HAVE YOUR INQUIRIES

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

WE BUY AND SELL LOG RUN
& STRAIGHT GRADE LUMBERS

We Specialize in

Hardwoods

Dawson Lumber Co.

YARDS AND OFFICE AT LOUISVILLE, KENTUCKY

WIRE OR WRITE FOR PRICES

*So Live Every Day That You Can
Look Every Man in the Face*

We are conducting a lumber business on such a basis that we can live up to this. Considering grade texture and manufacture we are offering lumber that is cheap at the price and in recommending this stock to you we have no fears or qualms about your being well pleased.

Let us convince you with a sample car

R. R. May Hardwood Co.
616 INTERSOUTHERN BUILDING

W. P. Brown & Sons Lumber Company
INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLFORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

Do You know these Important Facts?



1st—That this Inter-Insurance Exchange has more assets to amount at risk—(or insurance in force) than *any* Stock fire insurance company.

2nd—That our policy is *the lowest in cost* as well as the safest of any fire insurance policy written. Let us prove this.

If you are not a member, and your Saw-Mill can meet our requirements as a preferred risk—we

write only such—your application will be welcomed by our 425 members. Write for full particulars, and last Financial Statement.



NATIONAL LUMBER MANUFACTURERS' INTER-INSURANCE EXCHANGE

710 LUMBER EXCHANGE, 11 S. LA SALLE STREET, CHICAGO, ILLINOIS

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Kaul Lumber Company
Birmingham, Ala.

J. S. GILLIES
Vice-President
Gillies Bros. Co., Ltd.,
Brasfield, Ont.

Mason - Donaldson Lumber Company

RHINELANDER, WISCONSIN

HARDWOODS, PINE, HEMLOCK LUMBER

BROWN ASH			1x5" & Wdr. No 1C & Sel			6 4" No. 1 Com. & Sel		
1 4" No. 1 Common	42,000'		1x5" & Wdr. No. 2 Com	160,000'		6 4" No. 2 Common	50,000'	
1 4" No. 1 & 2 Common	80,000'		3 4" No. 3 Common	235,000'		6 4" No. 3 Common	75,000'	
BASSWOOD			5/4" No. 1 Com & Sel	120,000'		8 4" No. 1 Com. & Sel	80,000'	
1 4" FAS	52,000'		5/4" No. 2 Common	100,000'		8 4" No. 2 Common	60,000'	
1 4" No. 1 Common	60,000'		5 4" No. 3 Common	120,000'		10 4" No. 2 Com. & Btr.	40,000'	
1 4" No. 2 Common	98,000'		6 4" No. 1 Com. & Sel	95,000'		12 4" No. 2 Com. & Btr.	37,000'	
1 4" No. 3 Common	43,000'		6 4" No. 2 Common	80,000'		SOFT MAPLE		
3 4" No. 2 Com & Btr	125,000'		6 4" No. 3 Common	170,000'		4 4" No. 2 Com. & Btr	80,000'	
3 4" No. 3 Common	52,000'		8 4" No. 1 & 2 Common	100,000'		SOFT ELM		
5 4" FAS	18,000'		HARD MAPLE			4 4" No. 2 Com. & Btr	120,000'	
8 4" No. 2 Common	1 car		4 4" No. 1 & 2 Common	250,000'		1 4" No. 3 Common	75,000'	
BIRCH			1 4" No. 3 Common	150,000'		6 4" No. 1 & 2 Com	1 car	
1x4 No. 1 & 2 Com.	73,000'		5 4" No. 2 Com. & Btr	100,000'		8 1" No. 2 C. & B.	45,000'	

Also Pine & Hemlock Yard & Crating Stock

Careful Attention and Prompt Quotations
Made on All Inquiries

WRITE US ABOUT YOUR
WANTS

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

We Offer for Prompt Shipment

DRY

MAPLE		BEECH	
4/4" No. 1 C&B Qtd...	14,000'	6/4" No. 2 C&B.....	153,000'
4, 5, 6 & 8/4" Birdseye	4,000'	BASSWOOD	
5/4" No. 1 C&B Qtd...	3,000'	4/4" No. 2 C&B.....	33,000'
5/4" No. 1 C&B End Dried	3,000'	4/4" No. 3 Common...	19,000'
White	3,000'	BIRCH	
6/4" No. 1 C&B End Dried	3,000'	4/4" No. 2 C&B.....	116,000'
White	500,000'	4/4" No. 2 Common...	16,000'
6/4" No. 2 C&B Soft...	50,000'	SOFT ELM	
10/4" FAS Hard.....	12,000'	4/4" No. 2 C&B.....	26,000'
MAPLE AND BEECH		12/4" No. 2 C&B.....	20,000'
4/4" No. 3 Common....	57,000'	4/4" No. 3 C&B.....	OAK
5/4" No. 3 Common....	45,000'	4/4" No. 3 C&B.....	CHERRY
6/4" No. 3 Common....	310,000'		
6/4" No. 3 Common....	181,000'		
5/8" No. 2 Common....	102,000'		

EAST JORDAN LUMBER CO.
EAST JORDAN, MICH.

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

Time Is the Test of Worth

HARDWOOD RECORD

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD

Watch

This Space

for Our

June

Announcement

GRAND RAPIDS VAPOR KILN

GRAND RAPIDS, MICHIGAN

WESTERN VAPOR KILN COMPANY, Seattle, Washington

Salt Lick Lumber Co.

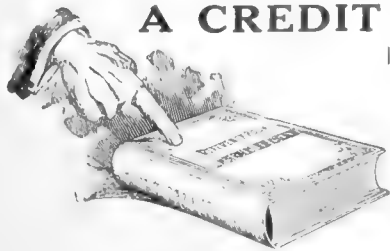
SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths



A CREDIT BUSINESS

Perfectly Good by Consulting the

RED BOOK

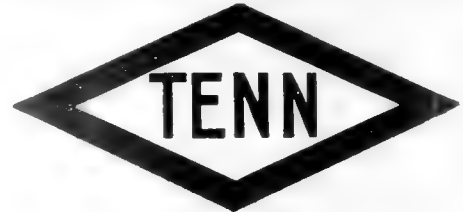
Contains Names and Ratings of

All Who Buy and Sell Lumber in Any Form
SUCCESSFUL COLLECTION DEPARTMENT TOO
Write for terms and particulars

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO NEW YORK

BRISTOL TRIM

DIAMOND TENNESSEE BRAND



GUARANTEED

BRISTOL
DOOR & LUMBER CO.
BRISTOL, TENN.

REPRESENTATIVES

J. M. ATTLEY & CO.....Chicago, Ill.
1420 Lumber Exchange
J. W. TURNBULL LUMBER CO.....Philadelphia, Pa.
I. N. CHASE LUMBER CO.....Boston, Mass.

Von Platen-Fox Company

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

BIRCH

5 1/4" No. 1 Com. & Btr. 50,000'
4 4" No. 3 Common 100,000'
8 4" No. 3 Common 35,000'
6 4" No. 2 Common 70,000'

6 4" No. 3 Common 150,000'

MAPLE

5 4" No. 1 Com. & Btr. 200,000'
6 4" No. 1 & 2 Common 400,000'
12 4" Com. & Btr. 200,000'

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

J. RAYNER CO. INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO



WHEN THE ABILITY TO SERVE COUNTS MOST

When things are spotty; when your factory is filled up for a couple of weeks and then is practically empty; when even though you *know* lumber is a good buy, you are afraid to stock up and instead place rush orders for just what you need—then is when a time-tried lumber organization with a steadfast record for service and dependability, is a real asset. Our many years experience; our diversified and modern manufacturing facilities and the varied assortment of southern hardwoods, rotary veneers and plywood, are as well adapted to give satisfaction in filling today's hurried needs as in supplying big contracts in more normal times.

Regardless of your position, this organization merits your investigation.

ANDERSON-TULLY CO.
MEMPHIS

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**

Quartered Oak

Chestnut **Basswood**

Oak Flooring

Coal Grove, Ohio, U. S. A.

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
FIFTEEN FLOORING UNITS
NINE DIMENSION MILLS

Annual Capacity
130,000,000 Feet

In this ad in a preceding issue, we declared the truism that

The Way to Resume Is to Resume

That resumption of activities in gratifying fashion is evidenced by orders for certain of our production beyond our capacity to fill.

Demand for our **HARDWOOD FLOORING** has increased to such extent that we have been compelled to decline to accept many orders.

True this almost unprecedented demand is accounted for largely by the superiority of our flooring; but it is fair to assume that it is in part accounted for by greater activity in building construction.

"Ritter" Brand Flooring should be demanded where the "last word" in perfect flooring is required.

Our flooring because of its superior intrinsic quality and the excellence of our manufacture is the standard for comparison.

Our service is efficient and our desire is always to please.

W. M. RITTER LUMBER CO.
COLUMBUS, OHIO

Hardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, JUNE 10, 1921

Subscription \$2
Vol. LI, No. 4

DUDLEY LUMBER CO. INCORPORATED



"SOME OF OUR THICK ASH"

WHITE ASH

MEMPHIS; NEW ORLEANS

HARDWOODS AND PATTERN LUMBER

MILLIONS OF FEET OF DRY STOCK
FOR IMMEDIATE SHIPMENT

J. Gibson McIlvain Company

Manufacturers—Wholesalers

Philadelphia, Pa.

ESTABLISHED 1798

INCORPORATED 1920

Quality—**GOLDEN RULE**—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple

Flooring

kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

4/4 No. 1 Common Basswood..500M
4/4 No. 2 Common Basswood..300M
5/4 No. 1 Common Basswood..300M
5/4 No. 2 Common Basswood..100M
8/4 No. 2 & Btr. Hard Maple..500M
10/4 No. 2 & Btr. Hard Maple..300M
12/4 No. 2 & Btr. Hard Maple..100M
14/4 No. 2 & Btr. Hard Maple.. 50M
16/4 No. 2 & Btr. Hard Maple.. 50M

**Sawyer-Goodman
Company
MARINETTE**

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

Mississippi Can Supply Your Needs

OAK, GUM, POPLAR, COTTONWOOD
ELM, ASH, HICKORY, TUPELO, CYPRESS

It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

150M'	5 8"	No. 1 Common	Plain Red Oak
150M'	3 4"	No. 1 Common	Plain Red Oak
200M'	5 8"	No. 2 Common	Plain Red Oak
200M'	5 8"	No. 3 Common	Plain Red Oak
175M'	3 4"	No. 3 Common	Plain Red Oak
125M'	3 4"	No. 1 Common	Quartered White Oak
40M'	12 4"	No. 1 Common	Ash

SOUTHERN
HARDWOOD LUMBER
**DARNELL-LOVE
LUMBER CO.**
LELAND, MISSISSIPPI

Two Band Mills

BARR-HOLADAY LUMBER CO.

MANUFACTURERS OF
High Grade Southern Hardwoods

MAIN OFFICE GREENFIELD, OHIO
BAND MILL LOUISE, MISS.
Branch Office: Indianapolis, Ind.

Partial List of Dry Stock

QUARTERED WHITE OAK	10/4" No. 1 C. & Btr.	2 cars
4/4" FAS	PLAIN MIXED OAK	
4/4" No. 1 Common	3/4" Sound Wormy	5 cars
QUARTERED RED OAK	4/4" Sound Wormy	5 cars
4/4" FAS	QUARTERED RED GUM	
4/4" No. 1 Common	4/4" No. 1 Common	2 cars
5/4" No. 1 Common	5/4" No. 1 Common	2 cars
6/4" No. 1 Common	6/4" No. 1 Common	1 car
PLAIN WHITE OAK	8/4" No. 1 Common	1 car
4/4" No. 1 Common	PLAIN SAP GUM	
PLAIN RED OAK	4/4" No. 1 Com. & Btr.	5 cars
5/8" FAS	5/4" No. 1 Com. & Btr.	4 cars
4/4" FAS	6/4" No. 1 Com. & Btr.	3 cars
6/4" FAS	ELM	
5/8" No. 1 Common	6/4" No. 2 Com. & Btr.	2 cars
4/4" No. 1 Common	10/4" No. 2 Com. & Btr.	4 cars
5/4" No. 1 Common	12/4" No. 2 C. & Btr.	5 cars
6/4" No. 1 Common	6/4" No. 2 Common	4 cars
8/4" No. 1 Common		

If you knew

What our Bulletin Service
was doing for your competitor in

the lumber business

you'd not only want the
service yourself, but you'd
have it. Let us tell you
about it.

Hardwood Record
Chicago

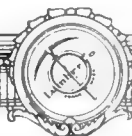
THE LARGEST
HARDWOOD MILL
IN THE WORLD

LAMB-FISH
HARDWOOD COMPANY

MANUFACTURERS

Annual Capacity
40,000,000 Feet
Southern Hardwoods

CHARLESTON, MISSISSIPPI



There Is a Difference

Hardwood timber and manufacturing plants of the first class may in general be said to be of average worth and merit. Preference for the products of any certain standard enterprise must therefore be based upon more than mere physical excellence.

PICKERING
SOUTHERN HARDWOODS

enjoy the advantage of high timber and manufacturing quality—but the *preference* which they command in the open market is due to the spirit of the organization behind the plant—a spirit which prevails from the tree to the General Manager's office—a spirit founded upon four decades of setting the standard in lumber values.

W. R. PICKERING LUMBER COMPANY
KANSAS CITY, U. S. A.

FOR HARDWOODS



**Do you
want prompt
shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,-
000,000 feet of dry hardwoods of all kinds
and thicknesses.

Immediate shipment and deliveries can be made on
any of the 25
railroads enter-
ing the City.

Buy Hardwoods in Buffalo

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods car-
ried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

G. ELIAS & BRO., Inc.

Have large stock fine dry ELM 1" to 4" thick, all grades
Also all other Hardwoods, White Pine, etc.

ESTABLISHED 1881

965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry,
Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS

932 ELK STREET

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

ATLANTIC LUMBER CO.
HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

MILLER, STURM AND MILLER
HARDWOODS OF ALL KINDS

1142 SENECA STREET

HUGH McLEAN LUMBER CO.
Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Buffalo Hardwood Lumber Company
J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.
We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT

1333 CLINTON STREET

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

10/1" Log Run	50,000'
8/4" No. 1 Com. & Btr.	15,000'
8/4" No. 2 Common	10,000'
PLAIN RED OAK	
4/4" No. 1 Common	25,000'
4/4" No. 2 Common	10,000'
QUARTERED RED OAK	
4/4" No. 1 Common	10,000'
4/4" No. 2 Common	25,000'
QUARTERED WHITE OAK	
4/4" No. 1 Common	10,000'
4/4" No. 2 Common	25,000'
YELLOW POPLAR	
4/4" No. 1 Common	15,000'
4/4" No. 2 Common	10,000'
QUARTERED SAP GUM	
8/4" No. 1 Com. & Btr.	15,000'
8/4" No. 2 Common	10,000'

PLAIN RED GUM	
4/4" No. 1 Common	25,000'
4/4" No. 2 Common	10,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	10,000'
4/4" No. 2 Common	10,000'
4/4" No. 3 Common	10,000'
PLAIN RED OAK	
5/4" No. 1 Common	25,000'
5/4" No. 2 Common	10,000'
QUARTERED RED OAK	
4/4" No. 1 Common	10,000'
4/4" No. 2 Common	25,000'
QUARTERED WHITE OAK	
4/4" No. 1 Common	10,000'
4/4" No. 2 Common	25,000'
YELLOW POPLAR	
4/4" No. 1 Common	15,000'
4/4" No. 2 Common	10,000'
QUARTERED SAP GUM	
8/4" No. 1 Com. & Btr.	15,000'
8/4" No. 2 Common	10,000'

PLAIN RED GUM	
4/4" No. 1 Common	25,000'
4/4" No. 2 Common	10,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	10,000'
4/4" No. 2 Common	10,000'
4/4" No. 3 Common	10,000'
PLAIN RED OAK	
5/4" No. 1 Common	25,000'
5/4" No. 2 Common	10,000'
QUARTERED RED OAK	
4/4" No. 1 Common	10,000'
4/4" No. 2 Common	25,000'
QUARTERED WHITE OAK	
4/4" No. 1 Common	10,000'
4/4" No. 2 Common	25,000'
YELLOW POPLAR	
4/4" No. 1 Common	15,000'
4/4" No. 2 Common	10,000'
QUARTERED SAP GUM	
8/4" No. 1 Com. & Btr.	15,000'
8/4" No. 2 Common	10,000'

QUARTERED RED GUM	
4/4" Com. & Btr.	2 cars
5/4" Com. & Btr.	2 cars
6/4" Com. & Btr.	3 cars
8/4" Com. & Btr.	7 cars
PLAIN RED OAK	
4/4" 1s & 2s	5 cars
5/4" 1s & 2s	2 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	5 cars
6/4" Com. & Btr.	2 cars
ELM	
4/4" Log Run	2 cars
6/4" Log Run	8 cars
8/4" Log Run	7 cars
10/4" Log Run	4 cars
POPLAR	
4/4" Sap & Btr.	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	4 cars

Brown - Everts

Lumber Co.

Dacus-Richards Hardwood Co.

CYPRESS	
4/4" No. 1 Com. & Btr.	25,000'
4/4" No. 2 Common	10,000'
4/4" No. 3 Common	10,000'
HICKORY	
4/4" No. 1 Com. & Btr.	8,000'
4/4" No. 2 Common	12,000'
MAPLE	
4/4" No. 1 Common	20,000'
4/4" No. 2 Common	10,000'
ELM	
4/4-6/4-8/4" Log Run	50,000'
10/4-12/4" Log Run	100,000'
SYCAMORE	
4/4-6/4" Log Run	15,000'
10/4" Log Run	150,000'

SAP GUM	
4/4" Panel	42,000'
4/4" Box Bds. 13-17"	63,000'
4/4" Box Bds. 9-12"	50,000'
4/4" FAS	62,000'
4/4" No. 1 Common	110,000'
4/4" No. 2 Common	150,000'
4/4" Com. & Btr.	55,000'
6/4" Com. & Btr.	61,000'
8/4" No. 1 Common	18,000'
RED GUM	
4/4-5/4-6/4" C. & B.	45,000'
PLAIN RED OAK	
4/4" Com. & Btr.	32,000'
5/4" Com. & Btr.	22,000'
6/4" Com. & Btr.	15,000'
8/4" Com. & Btr.	58,000'

QUARTERED WHITE OAK	
4/4" FAS	11,000'
4/4" FAS	11,000'
8/4" FAS	11,000'
4/4" No. 1 Common	17,000'
4/4" No. 2 Common	18,000'
4/4" No. 3 Common	150,000'
4/4" No. 4 Common	31,000'
4/4" No. 5 Common	10,000'
4/4" No. 6 Common	9,000'
QUARTERED RED OAK	
4/4" FAS	5,000'
4/4" FAS	40,000'
4/4" No. 1 Common	171,000'

PLAIN WHITE OAK	
4/4" No. 1 Common	111,000'
8/4" No. 1 Common	29,000'
PLAIN RED OAK	
4/4" FAS	28,000'
4/4" FAS	21,000'
4/4" FAS	22,000'
QUARTERED RED GUM	
4/4" No. 1 Common	161,000'
QTD RED GUM, S. N. D.	
6/4" FAS	17,000'
8/4" FAS	15,000'
5/4" No. 1 Common	39,000'
6/4" No. 1 Common	46,000'

Memphis Band Mill Co.

Stimson Veneer & Lbr. Co.
INCORPORATED

"FOR DISCRIMINATING BUYERS"	
DRY STOCK READY FOR PROMPT SHIPMENT	
PLAIN SAP GUM	
4/4" FAS	4 cars
5/4" FAS	1 car
4/4" No. 1	5 cars
5/4" No. 1	4 cars
6/4" No. 1	1 car
8/4" No. 1	1 car
5/4" No. 2	3 cars
4/4" Box Bds. 13-17"	5 cars
QTD. RED GUM, S. N. D.	
4/4" FAS	1 car
5/4" FAS	2 cars
6/4" FAS	5 cars
8/4" FAS	1 car
4/4" No. 1	1 car
5/4" No. 1	4 cars
6/4" No. 1	2 cars
8/4" No. 1	5 cars
PLAIN RED GUM	
4/4" FAS	4 cars
5/4" FAS	1 car
4/4" No. 1	4 cars
5/4" No. 1	4 cars
6/4" No. 1	1 car
8/4" No. 1	1 car
QUARTERED RED GUM	
4/4" FAS	1 car
5/4" FAS	3 cars
6/4" FAS	4 cars
8/4" FAS	1 car
4/4" No. 1	2 cars
5/4" No. 1	2 cars
6/4" No. 1	3 cars
8/4" No. 1	3 cars
PLAIN RED OAK	
4/4" FAS	1 car
5/4" FAS	1 car
4/4" No. 1	2 cars
5/4" No. 1	2 cars
6/4" No. 1	2 cars
8/4" No. 1	5 cars
PLAIN WHITE OAK	
4/4" No. 1	5 cars

The Frank A. Conkling Co.
SOUTHERN HARDWOODS
Mills: Issaquena, Miss.; Percy, Miss.

QUARTERED WHITE OAK	
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	2 cars
PLAIN WHITE OAK	
3/4" No. 1 & No. 2 Com.	40,000'
4/4" 1s & 2s	2,000'
5/4" No. 1 Common	1 car
PLAIN RED OAK	
3/4" No. 1 Common	3 cars
3/4" No. 2 Common	1 car
5/4" 1s & 2s	2 cars
5/4" No. 1 Common	3 cars
MIXED OAK	
3/4" Sound Wormy	1 car
4/4" Sound Wormy	3 cars
PLAIN SAP GUM	
5/4" No. 1 Common	2 cars
5/4" No. 2 Common	1 car
3/4" No. 1 Common	2 cars
3/4" No. 2 Common	2 cars
4/4" Box Bds. 13-17"	1 car
4/4" Box Bds. 9-12"	1 car
4/4" No. 1 & No. 2 Com.	5 cars
4/4" 1s & 2s	1 car
5/4" No. 1 Common	1 car
5/4" No. 2 Common	1 car
6/4" No. 1 Common	1 car
6/4" No. 2 Common	1 car
8/4" No. 1 Common	1 car
8/4" No. 2 Common	1 car
8/4" No. 3 Common	1 car
8/4" No. 4 Common	1 car
8/4" No. 5 Common	1 car
8/4" No. 6 Common	1 car
8/4" No. 7 Common	1 car
8/4" No. 8 Common	1 car
8/4" No. 9 Common	1 car
8/4" No. 10 Common	1 car
8/4" No. 11 Common	1 car
8/4" No. 12 Common	1 car
8/4" No. 13 Common	1 car
8/4" No. 14 Common	1 car
8/4" No. 15 Common	1 car
8/4" No. 16 Common	1 car
8/4" No. 17 Common	1 car
8/4" No. 18 Common	1 car
8/4" No. 19 Common	1 car
8/4" No. 20 Common	1 car
8/4" No. 21 Common	1 car
8/4" No. 22 Common	1 car
8/4" No. 23 Common	1 car
8/4" No. 24 Common	1 car
8/4" No. 25 Common	1 car
8/4" No. 26 Common	1 car
8/4" No. 27 Common	1 car
8/4" No. 28 Common	1 car
8/4" No. 29 Common	1 car
8/4" No. 30 Common	1 car

Brown & Hackney, Inc.

Valley Log Loading Co., Inc.
We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Regular Widths and Lengths, Dry	
COTTONWOOD	
4/4" Com. & Btr.	6 mo. 1 car
5/8" Com. & Btr.	6 mo. 1 car
4/4" 1s & 2s	6 mo. 1 car
4/4" No. 1 Common	6 mo. 5 cars
RED GUM	
5/8" Com. & Btr.	6 mo. 1 car
4/4" 1s & 2s	6 mo. 1 car
4/4" No. 1 Common	6 mo. 5 cars
SAP GUM	
5/8" 1s & 2s	4 mo. 4 cars
5/8" No. 1 Common	4 mo. 2 cars
4/4" 1s & 2s	4 mo. 1 car
4/4" No. 1 Common	4 mo. 2 cars
QTD. RED GUM	
8/4" 1s & 2s	6 mo. 1 car
8/4" No. 1 Common	6 mo. 1 car
8/4" No. 2 Common	6 mo. 1 car
8/4" No. 3 Common	6 mo. 1 car
8/4" No. 4 Common	6 mo. 1 car
8/4" No. 5 Common	6 mo. 1 car
8/4" No. 6 Common	6 mo. 1 car
8/4" No. 7 Common	6 mo. 1 car
8/4" No. 8 Common	6 mo. 1 car
8/4" No. 9 Common	6 mo. 1 car
8/4" No. 10 Common	6 mo. 1 car
8/4" No. 11 Common	6 mo. 1 car
8/4" No. 12 Common	6 mo. 1 car
8/4" No. 13 Common	6 mo. 1 car
8/4" No. 14 Common	6 mo. 1 car
8/4" No. 15 Common	6 mo. 1 car
8/4" No. 16 Common	6 mo. 1 car
8/4" No. 17 Common	6 mo. 1 car
8/4" No. 18 Common	6 mo. 1 car
8/4" No. 19 Common	6 mo. 1 car
8/4" No. 20 Common	6 mo. 1 car
8/4" No. 21 Common	6 mo. 1 car
8/4" No. 22 Common	6 mo. 1 car
8/4" No. 23 Common	6 mo. 1 car
8/4" No. 24 Common	6 mo. 1 car
8/4" No. 25 Common	6 mo. 1 car
8/4" No. 26 Common	6 mo. 1 car
8/4" No. 27 Common	6 mo. 1 car
8/4" No. 28 Common	6 mo. 1 car
8/4" No. 29 Common	6 mo. 1 car
8/4" No. 30 Common	6 mo. 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

ASH
10/4" No. 1 C.&B., 6 mo. 12,000'

COTTONWOOD
4/4" B.B., 13-17", 6 mo. 60,000'
4/4" B.B., 9-12", 6 mo. 75,000'
4/4" FAS., 13" & W., 6 mo. 45,000'
4/4" FAS., 6-12", 6 mo. 150,000'
4/4" No. 1 Com., 4 mo. 200,000'
1/4" No. 2 Com., 4 mo. 75,000'

CYPRESS
4/4" No. 1 Com., 6 mo. 50,000'
4/4" No. 2 Com., 6 mo. 30,000'

ELM—SOFT
5/4" L. R., 6 mo. 30,000'
6/4" L. R., 6 mo. 15,000'
8/4" L. R., 6 mo. 45,000'
10/4" L. R., 6 mo. 75,000'
14/1" L. R., 6 mo. 28,000'

QUARTERED RED GUM
5/4" No. 1 C.&B., 6 mo. 28,000'
8/4" No. 1 C.&B., 6 mo. 13,000'

PLAIN RED GUM
5/4" No. 1 C.&B., 6 mo. 45,000'
6/4" No. 1 C.&B., 6 mo. 45,000'
4/4" No. 1 Com., 6 mo. 75,000'

QUARTERED RED GUM SND.
4/1" C. & B., 1 mo. 50,000'
5/4" C. & B., 4 mo. 75,000'
8/4" C. & B., 6 mo. 100,000'

PLAIN SAP GUM
4/4" No. 1 Com., 6 mo. 75,000'
5/4" No. 1 Com., 6 mo. 100,000'
5/4" FAS., 6 mo. 30,000'
6/4" C. & B., 6 mo. 30,000'

SOFT MAPLE
6/4" L. R., 6 mo. 35,000'
8/4" L. R., 6 mo. 45,000'
10/4" L. R., 6 mo. 30,000'

QUARTERED WHITE OAK
4/4" No. 1 & 2 C., 6 mo. 15,000'

PLAIN RED OAK
4/4" No. 1 Com., 6 mo. 100,000'
5/4" No. 1 Com., 6 mo. 200,000'
5/4" No. 1 Com., 6 mo. 75,000'
PLAIN WHITE OAK
6/4" No. 1 Com., 6 mo. 15,000'

Johnson Bros. Hardwood Co.

ASH
1/4-12/4" No. 2 C. & B., 2 cars
COTTONWOOD
4/1" 6" & Wdr. 16,000'
QUARTERED RED GUM
6/4" No. 1 Common. 18,000'
QUARTERED SAP GUM
8/4" FAS. 11,000'
8/4" No. 1 Common. 16,000'
PLAIN SAP GUM
5/4" FAS. 9,000'
4/4" No. 1 Common. 63,000'
5/4" No. 1 Common. 28,000'
PLAIN RED OAK
8/4" FAS. 4,000'
10/4" FAS. 12,400'
4/4" No. 1 Common. 10,200'
5/4" No. 1 Common. 6,000'
6/4" No. 1 Common. 15,100'
8/4" No. 1 Common. 16,700'

10/4" No. 1 Common. 29,200'
4/4" Sound Wormy. 11,000'
8/4" Sound Wormy. 32,700'
4/4" No. 2 Common. 50,000'
5/4" No. 2 Common. 13,500'
6/4" No. 2 Common. 20,200'
8/4" No. 2 Common. 16,700'
10/4" No. 2 Common. 6,000'
QUARTERED WHITE OAK
4/4" FAS. 10,100'
5/4" FAS. 2,500'
6/4" FAS. 4,500'
4/4" No. 1 Common. 5,700'
4/4" No. 2 Common. 29,000'
5/4" No. 2 Common. 5,500'
6/4" No. 2 Common. 8,000'
POPLAR
4/4" No. 1 Common. 60,000'
8/4" No. 1 Common. 15,500'
4/4" No. 2 Common. 35,000'

Goodlander Robertson Lbr. Co.

ASH
4/4-12/4" No. 2 C. & B., 2 cars
COTTONWOOD
4/4" No. 2 Com. & Btr. 2 cars
ELM
4/4-12/4" No. 2 C. & B., 5 cars
4/4" No. 2 Com. & Btr. 2 cars
PLAIN RED GUM
4/4" FAS. 2 cars
4/4" No. 1 Common. 3 cars
4/4" No. 2 Common. 1 car
QUARTERED RED GUM
4/1" FAS. 2 cars
4/4" No. 1 Common. 2 cars
1/4" No. 2 Common. 1 car
PLAIN SAP GUM
5/8" FAS. 3 cars
4/4" FAS. 3 cars
5/4" FAS. 1 car
5/8" No. 1 Common. 2 cars

4/4" No. 1 Common. 3 cars
5/4" No. 1 Common. 2 cars
4/4" Box Bds., 9-12". 3 cars
4/4" Box Bds., 13-17". 4 cars
PLAIN RED OAK
4/4" FAS. 4 cars
5/4" FAS. 2 cars
6/4" FAS. 2 cars
4/4" No. 1 Common. 4 cars
5/4" No. 1 Common. 2 cars
6/4" No. 1 Common. 1 car
4/4" No. 2 Common. 3 cars
PLAIN WHITE OAK
5/8" FAS. 1 car
4/4" FAS. 1 car
6/4" FAS. 1 car
5/8" No. 1 Common. 2 cars
4/4" No. 1 Common. 3 cars
6/4" No. 1 Common. 2 cars
5/8" No. 2 Common. 2 cars
4/1" No. 2 Common. 2 cars

Dickson & Lambert Lumber Co.

QUARTERED SAP GUM
5/4" Com. & Btr. 35,000'
6/4" Com. & Btr. 30,000'

PLAIN SAP GUM
4/4" No. 1 Com. & Sel. 50,000'
4/4" No. 2 Common. 100,000'
4/4" No. 3 Common. 100,000'
5/4" Com. & Btr. 100,000'
5/4" No. 2 Common. 50,000'
5/1" No. 3 Common. 50,000'
6/4" 1s & 2s. 40,000'
6/4" No. 2 Common. 75,000'
6/4" No. 3 Common. 100,000'

PLAIN RED GUM
1/4" 1s & 2s. 13,000'
4/4" No. 1 Com. & Sel. 100,000'
1/4" No. 2 Common. 100,000'
5/4" No. 1 Com. & Sel. 100,000'

5/4" No. 2 Common. 100,000'
6/4" No. 1 Com. & Sel. 100,000'
6/4" No. 2 Common. 100,000'

QUARTERED RED GUM
4/4" 1s & 2s. 25,000'
4/4" No. 1 Com. & Sel. 75,000'
5/4" Com. & Btr. 50,000'
6/4" Com. & Btr. 50,000'
8/4" 1 Com. & Sel. 50,000'

PLAIN WHITE OAK
4/4" Nos. 1 & 2. 11,000'
4/4" No. 1 Com. & Sel. 75,000'
4/4" No. 2 Common. 75,000'

QUARTERED WHITE OAK
4/4" No. 1 Com. & Sel. 75,000'
4/3" No. 2 Common. 50,000'

Geo. C. Brown & Co.

PLAIN WHITE OAK
5/1" FAS. 50,000'

5/1" No. 1 Common. 100,000'
6/1" No. 1 Common. 250,000'
8/1" No. 1 Common. 70,000'
1 1/2" 4 1/2" C & B Strips. 60,000'
1 1/2" 4 1/2" C & B Strips. 5,000'

PLAIN WHITE OAK
6/4" No. 1 Common. 80,000'

QUARTERED RED OAK
5/3" FAS. 10,000'
5/3" No. 1 Common. 100,000'
6/4" No. 1 Common. 12,000'

PLAIN RED OAK
5/1" No. 1 Common. 200,000'
6/4" No. 1 Common. 60,000'

OAK
4 1/4" S. & W. 150,000'
4 1/4" S. & W. 60,000'

QUARTERED RED GUM
8/4" No. 1 Common. 50,000'

PLAIN RED GUM
4 1/4" No. 2 Common. 60,000'

QTD. RED GUM SND
12/1" Com. & Btr. 250,000'
10/4" No. 1 Common. 50,000'

PLAIN SAP GUM
4/1" Com. & Btr. 100,000'

SYCAMORE
4/4" No. 2 Com. & Btr. 20,000'

HICKORY
8/4" Common. 70,000'

COTTONWOOD
4/4" Com. & Btr. 25,000'

GAYOSO LUMBER CO.

Specializing in

KILN DRIED
HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

TUPELO

for

QUICK SHIPMENT

4/4" 13 to 17' Box Boards. 2 cars
4/4" 9 to 12 Box Boards. 2 cars
4/4" FAS. 5 cars
4/4" No. 1 Com. 8 cars
4/4" No. 2 Com. 4 cars

This is all genuine tupelo

Tustin Hardwood Lbr. Co.

Main Office
MEMPHIS

Sales Office
DETROIT

HARDWOODS

MEMPHIS

WHITE ASH	
1 1/2" No. 1 Com. & Btr.	11,000'
1 1/2" No. 1 Common	7,000'
1 1/2" No. 2 Common	5,000'
5 1/2" No. 1 Com. & Btr.	1,000'
5 1/2" No. 1 Common	5,000'
5 1/2" No. 2 Common	18,000'
6 1/2" No. 1 Com. & Btr.	16,000'
6 1/2" No. 1 Common	10,000'
8 1/2" up S&L & Btr.	12,000'
8 1/2" No. 1 Com. & Btr.	70,000'
8 1/2" No. 1 Common	75,000'
8 1/2" No. 2 Common	18,000'
10 1/2" up S&L & Btr.	16,000'
10 1/2" No. 1 Com. & Btr.	75,000'
10 1/2" No. 1 Common	35,000'
10 1/2" No. 2 Common	15,000'
12 1/2" No. 1 Com. & Btr.	65,000'
12 1/2" No. 1 Common	18,000'

1 1/2" No. 2 Common	15,000'
1 1/2" No. 2 Com. & Btr.	15,000'
1 1/2" No. 1 Common	20,000'
MISCELLANEOUS	
ELM	
6 1/4-8 1/4-10 1/4-12 1/4" L. R.	15,000'
POPULAR	
1" Log Run	10,000'
1" No. 2 Common	13,000'
COTTONWOOD	
1" No. 2 Com. & Btr.	80,000'
PLAIN OAK	
1" No. 2 Com. & Btr.	200,000'
SAP GUM	
1" No. 2 Com. & Btr.	200,000'
CYPRESS	
1" No. 2 Common	20,000'
1 1/2" No. 2 Common	10,000'
GUM S. N. D.	
1" Com. & Btr.	5,000'

Thompson-Katz Lumber Co.

ASH	
4 1/2" FAS	2,000'
5 1/2" FAS	11,000'
6 1/2" FAS	7,000'
8 1/2" FAS	13,000'
4 1/2" No. 1 Common	16,000'
5 1/2" No. 1 Common	51,000'
6 1/2" No. 1 Common	22,000'
8 1/2" No. 1 Common	34,000'
10 1/2" No. 1 Common	6,000'
CYPRESS	
4 1/2" No. 1 Shop	15,000'
6 1/2" No. 1 Shop	7,000'
4 1/2" No. 1 Common	18,000'
5 1/2" No. 1 Common	8,000'
6 1/2" No. 1 Common	9,000'
ELM	
1 1/2" Log Run	6,000'
6 1/2" Log Run	10,000'
8 1/2" Log Run	6,000'
12 1/2" Log Run	19,000'
PLAIN RED GUM	
5 1/2" FAS	5,000'

Welsh Lumber Company

MILL AT
BYNG, MISS.

F. W. DUGAN
J. R. COLLINS

DUGAN LUMBER COMPANY

Manufacturers and Shippers
Domestic and Export
Hardwood Lumber

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

1 1/2" No. 1 Com. & Btr.	1 car
1 1/2" No. 1 Common	5 cars
5 1/2" No. 1 Common	2 cars
6 1/2" No. 1 Common	2 cars
8 1/2" No. 1 Common	3 cars
10 1/2" No. 1 Common	1 car
12 1/2" No. 1 Common	1 car
1 1/2" No. 2 Common	2 cars
5 1/2" No. 2 Common	1 car
6 1/2" No. 2 Common	1 car
8 1/2" No. 2 Common	1 car

White Ash Our Specialty

John M. Woods Lumber Co.

We Specialize in Mixed Car Oak

Regular Widths and Lengths

QUARTERED WHITE OAK	
4 1/2" FAS	8,000'
6 1/2" FAS	18,000'
4 1/2" No. 1 Common	91,000'
6 1/2" No. 1 Common	15,000'
PLAIN WHITE OAK	
4 1/2" FAS	3,000'
5 1/2" FAS	2,000'
10 1/2" FAS	1,500'
12 1/2" FAS	3,000'
10 1/2" FAS	2,500'
4 1/2" No. 1 Common	13,000'
5 1/2" No. 1 Common	6,000'
6 1/2" No. 1 Common	2,000'
PLAIN RED OAK	
4 1/2" FAS	87,000'
4 1/2" No. 1 Common	1,800,000'
QUARTERED RED OAK	
4 1/2" FAS	20,000'
1 1/2" No. 1 Common	5,000'
QTD. RED AND WHITE OAK	
4 1/2" No. 1 Com. & Btr.	20,000'
Sound Wormy	20,000'
PLAIN RED AND WHITE OAK	
4 1/2" No. 1 Com. & Btr.	18,000'
Sound Wormy	18,000'
WHITE AND RED OAK	
7" Sw. Trus. 9", 9-20"	50,000'

Ferguson & Palmer Company

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCK

My Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS

BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items
cut to order.

438 RANDOLPH BUILDING

ASH	
4 1/2" No. 2 Common	22,000'
5 1/2" FAS	10,000'
5 1/2" No. 1 Common	10,000'
5 1/2" No. 2 Common	50,000'
5 1/2" No. 1 Common	25,000'
8 1/2" No. 1 Com. & Btr.	30,000'
10 1/2" No. 1 Com. & Btr.	30,000'
12 1/2" No. 1 Com. & Btr.	30,000'
10 1/2" No. 1 Com. & Btr.	20,000'
COTTONWOOD	
4 1/2" FAS	45,000'
4 1/2" No. 1 Common	100,000'
PLAIN SAP GUM	
4 1/2" No. 2 Common	175,000'
8 1/2" FAS	100,000'
8 1/2" No. 1 Common	70,000'
PLAIN RED GUM	
4 1/2" No. 1 Common	10,000'
1 1/2" No. 2 Common	200,000'
6 1/2" FAS	14,000'
6 1/2" No. 1 Common	11,000'
ELM	
12 1/2" No. 1 Com. & Btr.	50,000'
SOFT MAPLE	
6 1/2" Log Run	36,000'
8 1/2" Log Run	250,000'
10 1/2" Log Run	125,000'
12 1/2" Log Run	75,000'
15 1/2" Log Run	75,000'
QUARTERED WHITE OAK	
4 1/2" No. 1 Common	100,000'
4 1/2" No. 2 Common	15,000'
PLAIN WHITE OAK	
4 1/2" No. 1 Common	15,000'
1 1/2" No. 2 Common	45,000'
PLAIN RED OAK	
1 1/2" No. 1 Common	300,000'
4 1/2" No. 2 Common	200,000'
5 1/2" FAS	15,000'
5 1/2" No. 1 Common	15,000'
YELLOW CYPRESS	
4 1/2" Shop	50,000'
4 1/2" No. 1 Common	200,000'
4 1/2" No. 2 Common	200,000'

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

Specializing in

Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4 1/4" F&S	6 mos. dry	87,000'
4 1/4" No. 1 Common & Selects	6 mos. dry	164,000'
5 1/4" F&S	5 mos. dry	36,000'
5 1/4" No. 1 Common & Selects	5 mos. dry	83,000'
6 1/4" F&S	8 mos. dry	48,000'
6 1/4" No. 1 Common & Selects	8 mos. dry	94,000'
8 1/4" F&S	7 mos. dry	63,000'
8 1/4" No. 1 Common & Selects	7 mos. dry	137,000'
10 1/4" F&S	6 mos. dry	33,000'
10 1/4" No. 1 Common & Selects	6 mos. dry	81,000'
12 1/4" No. 1 Common & Selects	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

4 1/4" Log Run	17,450'	ASH
8 1/4" Log Run	1,010'	
10 1/4" Log Run	30,750'	
4 1/4" Log Run	11,510'	COTTONWOOD
4 1/4" Log Run	6,310'	ELM
8 1/4" Log Run	16,780'	
10 1/4" Log Run	26,750'	
4 1/4" Log Run	10,502'	GUM
4 1/4" 1s & 2s	30,000'	SAP GUM
4 1/4" No. 1 Common	150,000'	
4 1/4" No. 2 Common	50,000'	
4 1/4" No. 1 Common & Btr.	60,000'	QUARTERED SAP GUM
4 1/4" No. 1 Common	30,747'	PLAIN RED GUM

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

100M 4/4 No. 1 Com. Cypress, Free of Peck and Shake	\$23.00
200M 5/4 No. 1 Com. Cypress, Free of Peck and Shake	26.00
175M 6/4 No. 1 & Btr. Plain Sap Gum	\$35.00
12M 10/4 No. 1 & Btr. Quartered Sap Gum	35.00
40M 12/4 No. 1 & Btr. Quartered Sap Gum	35.00
100M 4/4 1st & 2nd Plain Sap Gum	30.00
200M 4/4 No. 1 Com. Plain Sap Gum	16.00
200M 4/4 No. 2 Com. Plain Sap Gum	10.00
50M 4/4 13-17" Box Boards	45.00
100M 5/4 No. 1 & Btr. Plain Sap Gum	35.00
150M 6/4 No. 1 & Btr. Quartered Sap Gum	45.00
150M 6/4 No. 1 & Btr. Quartered Red Gum	45.00
300M 8/4 No. 1 & Btr. Quartered Sap Gum	48.00
50M 8/4 No. 1 & Btr. Quartered Red Gum	90.00
100M 2x6-12 Mixed Oak Bridge Plank	22.00
50M 3x6-12 Mixed Oak Bridge Plank	24.00

Above stock is all band sawn, equalized and trimmed, runs good widths and 50% or better 14" and 16" lengths. National inspection guaranteed. Prices are F. O. B. Pine Bluff, Ark., rate. Offered subject to prior sale. Delivered prices on request.

D. S. WATROUS

Southern Hardwoods 805-6 Central Bank Building

HARDWOODS

SAWN FROM FRESH-CUT LOGS

Our operations are arranged to enable us always to saw only fresh-cut logs. This is a joint worthy of the serious consideration of buyers, when placing orders for SOUTHERN HARDWOODS, and especially with reference to RED & SAP GUM.

Both of our mills have continued in full operation without interruption, and we have to offer an attractive lot of stock, sawn from fresh-cut logs.

We have the timber, the equipment, the system of operating and the experience which assures the kind of quality and service which satisfies.

YAZOO VALLEY RED GUM & OTHER SOUTHERN HARDWOODS

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.

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1 1/4" No. 1 Common	150,000'	
1 1/4" No. 1 Common	50,000'	
5 1/4" No. 1 Com. & Btr.	200,000'	
5 1/4" No. 2 Common	100,000'	

1 1/4" F&S	20,000'	QUARTERED SAP GUM
6 1/4" No. 1 Com. & Btr.	50,000'	

5/8" No. 1 Com. & Btr.	50,000'	PLAIN RED GUM
4 1/4" No. 1 Com. & Sel.	200,000'	
4 1/4" No. 2 Common	50,000'	
5 1/4" No. 1 Common	50,000'	

1 1/4" No. 1 Com. & Btr.	100,000'	QUARTERED RED GUM
5 1/4" No. 1 Common	40,000'	
10 1/4" No. 1 Com. & Btr.	17,000'	

5/8" No. 1 Com. & Btr.	50,000'	PLAIN RED OAK
3 1/4" No. 1 Com. & Btr.	100,000'	
4 1/4" No. 1 Com. & Sel.	200,000'	
1 1/4" No. 2 Common	100,000'	

4 1/4" No. 1 Com. & Btr.	150,000'	QUARTERED RED OAK
4 1/4" No. 2 Common	50,000'	

1 1/4" No. 1 Com. & Btr.	90,000'	PLAIN WHITE OAK
1 1/4" No. 1 Com. & Sel.	90,000'	
6 1/4" No. 2 Com. & Btr.	100,000'	SOFT ELM
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4 1/4" 1s & 2s	8,000'	QUARTERED RED OAK
4 1/4" No. 1 Common	20,000'	
3 1/4" No. 1 Com. & Btr.	15,000'	PLAIN WHITE OAK
4 1/4" No. 1 Common	40,000'	
4 1/4" No. 2 Common	30,000'	
5 1/8" No. 1 Com. & Btr.	16,000'	PLAIN RED OAK
3 1/4" No. 1 Com. & Btr.	70,000'	
6 1/4" No. 1 Com. & Btr.	15,000'	
4 1/4" No. 1 Common	20,000'	CYPRESS
5 1/4" No. 1 Common	5,000'	
8 1/4" No. 1 Common	5,000'	
4 1/4" No. 2 Common	100,000'	PLAIN SAP GUM
5 1/4" 1s & 2s	50,000'	
5 1/4" No. 2 Common	100,000'	
6 1/4" No. 2 Common	50,000'	
4 1/4" No. 1 Common	50,000'	
6 1/4" No. 2 Common	2 cars	
6 1/4" No. 1 Common	3 cars	
6 1/4" No. 2 Common	2 cars	
8 1/4" No. 1 Common	5 cars	
8 1/4" No. 2 Common	2 cars	
10 1/4" No. 1 Common	2 cars	
12 1/4" No. 1 Common	1 car	
5 1/4" No. 2 Common	100,000'	
6 1/4" No. 2 Common	50,000'	
4 1/4" No. 1 Common	25,000'	
6 1/4" No. 1 Common	6,000'	COTTONWOOD
4 1/4" Box Bds., 13-17"	50,000'	
4 1/4" Box Bds., 9-12"	60,000'	
4 1/4" 1s & 2s	8,000'	
1 1/4" No. 1 Common	100,000'	
6 1/4" & 8 1/4" Dog Bds.	100,000'	
5 1/4" 1s & 2s	9,000'	WHITE ASH
5 1/4" No. 1 Common	20,000'	
8 1/4" No. 1 Com. & Btr.	16,000'	
6 1/4" No. 1 Common	15,000'	ELM
6 1/4" No. 2 Common	28,000'	
6 1/4" No. 3 Common	19,000'	
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Hardwood Record

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Review and Outlook

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General Market Conditions

SUCCESSFUL WEATHERING of the adversities attending present business operation requires a high degree of courage, and it is a glowing tribute to American business institutions that resultant havoc has been confined to the insignificant portions so far developed. Courage is essentially the child of faith and faith in turn is evolved from cool judgment and patience. If these attributes are sufficiently common in the personnel of the structure of American business, the calm but irresistible course back to normal proportions will be uninterrupted in its main current. The danger lies primarily in the moral effect of such currents and eddies which are the resultant effect of local influences. There is no fundamental reason for judging the course of major events by local disturbances, because the world is voluntarily undergoing a thorough housecleaning and is now in the process of rearranging its furniture. The fact that a leg gets knocked off a kitchen table here and a key knocked out of a piano there doesn't mean that all of the work must stop. The repair of those breakages is merely incidental to the main job.

More or less discouragement has attended what seems in some sections to be a reversal of former tendency towards improvement. This centers in the main about Chicago so far as the middle western country is concerned and, in a strict analysis, is due entirely to the local situation. A one hundred per cent tie-up in such an all-important industry as building construction can have no other result than complete stoppage of the industries which feed building. Faith in the outcome and a calm reckoning of the effects of the present stoppage, without minimizing or allowing undue discouragement, will bring back a full measure of reward. Any such adverse influences as are felt at present are but eddies in the rising tide, which in its future course must of necessity be deliberate in its progress. The fact that buying power has been curtailed to an extreme point can not be discounted by the mere desire to have it otherwise. Returning prosperity is undubitably allied with developing buying power, which in turn can come only as industry opens up. Industry will open only as real sales are accomplished. Therefore, the most encouraging aspect now discernible is found in the record of retail sales reflected both in figures and in bank statements. Frozen finances were largely the result of immovable stocks of goods. It is, first, significant that the money situation is now much easier than formerly; and, secondly, significant that retail sales figures show substantial improvement over last year. This is the most significant and substantial proof that the faith

which has manifested itself since the period of improved demand was justified. But progress must be slow. It, however, will be evidenced in increasing volume during the balance of this year with probable respites now and then as arresting influences appear, but it will work steadily and consistently forward until that point is reached where the increasing renewal of production will re-establish a sufficient buying power to again bring back the equilibrium between supply and demand. At present both are near zero and they must develop concurrently. That this is coming about is every day more convincingly apparent, as is the fact that the ultimate improvement is certain.

The psychological turn is being developed and the undercurrent of progress is steadily in the right direction.

The National Hardwood Lumber Association

THE SEEING EYE, looking upon the serious deliberations and the funmaking sessions of the twenty-fourth annual convention of the National Hardwood Lumber Association, which is just now passing into history, suggests many thoughts to the "thinking" eye concerning the hardwood lumber industry. To begin with, this is a he-man's business. Look about you and you see carved in the faces of these men the evidences of the courage and rough strength demanded of those who would deal successfully with unsoftened primitive elements. One can see from these faces and the strong shoulders of the bodies under them that the hardwood lumbermen as a class work hard and play hard. They have fought flood and fire and brought giant trees crashing down from the majestic postures that they had assumed through many generations of strong growing. Tempests have blown upon these men, the cold has bitten them, or they have been scorched by the ardent rays of the southern sun.

These lumbermen have followed directly behind the man with the coonskin cap. They have tamed and are taming wildernesses. With fortitude and strength they tear the phalanx trees from their primitive retreats and turn them to the uses of civilization. The very nature of the business begets strength.

But this association, with its continued growth and prosperity, is an evidence that the members of the hardwood lumber industry possess more than mere physical strength to cope with the hardships and problems of logging and lumber manufacturing. They have the aspirations and intelligence of statesmen, for they have built a "Government" for their industry. They and their predecessors were not content with the original chaos. They aspired to have

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their business ethical and systematic. This resulted in National Rules for Inspection, which the members of the association are every year striving to bring nearer to perfection, just as statesmen continually endeavor to perfect their instrument of government.

This has dignified the hardwood lumber industry by giving it standards around which its members might rally and stand for something that they could make others respect.

This is real statesmanship, strong statesmanship, such as builded America and all its characteristic institutions. This explains why the officers of this association report year after year a substantial growth in membership. The association is growing with the Republic. Long life to it, and may it always so well reflect the strength, the courage and the intelligence of the men who compose the hardwood industry!

The Improved Transportation Outlook

THE TRANSPORTATION SITUATION presents a more hopeful view to the lumber industry today than it has at any time since the increases authorized under Ex Parte 74 went into effect. There are two matters that particularly contribute to this more hopeful aspect. The first is the 12 per cent reduction in wages authorized for July 1, and the second is the joint conference between railway executives and lumber manufacturers and consumers held in Washington on June 2. The first incident mentioned means that the railroads' contention that they can not reduce rates and pay expenses has been greatly weakened. The potential saving of \$400,000,000 on the annual wage budget, putting back around where it was before the last wage increases were granted, will certainly be a forceful argument for those who contend that rates are too high. Then, in the second place, the arguments presented by the lumber representatives at the Washington conference are so conclusive that it does not seem possible the railway executives can further hold out against reductions on lumber, particularly hardwoods.

It is easy to understand the hopeful attitude of J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, expressed in other columns of this issue. Such testimony as the following, which the National Lumber Manufacturers' Association reported as having developed at the conference, seems inescapable:

It was developed at this meeting that over 80 per cent of the hardwood mills of the south, southwestern and Appalachian regions were closed and that owing to the tremendous increases that had become effective on the inbound logs and outbound manufactured lumber, these mills would not be able to operate until the freight rates had been adjusted so as to enable them to compete with lumber and substitutes produced at the very doors of the consuming trade. A representative of the Michigan hardwood territory stated that when the logs he had on hand were manufactured he would close his mills, as he could not afford to cut at a continued loss.

In reply to a direct inquiry from the railroad executives as to how present prices of hardwoods compared with those of 1916, the lumber men stated that current average prices were in some instances as much as 30 per cent lower than prices prevailing in 1916.

Southern mills operating are taking the very cream of the logs in the forest, resulting in a grave economic loss to the country, because over 56 per cent of the timber is not hauled to the mills for manufacture, and will result in a total loss to the lumbermen and to the railroads as tonnage.

Some large consumers of hardwoods, as representatives of the Dodge Brothers and the International Harvester Company, and other large users of hardwood, testified that they were obliged to abandon the use of hardwoods from the south and substitute steel or the lumber produced in the immediate vicinity of their plants. It was further shown that No. 3 common oak was selling around \$4 f.o.b. mill, was being burned as fuel wood, but under a railroad readjustment of the rates the mills would be able to ship this material to the consuming markets. It was shown that in some instances hardwood lumber was paying the railroads over \$75 per day per car for transportation. In other words, the total freight charges on a car of hardwood lumber for the number of days in transportation averaged about \$75 per car per day. The hardwood representatives did not seem adverse to a very high minimum weight, provided they could arrange substantial reduction in their rates.

Part of the evidence presented by the Southern Hardwood Traffic Association was the chart prepared by May Brothers, published in this journal, showing the terrific shrinkage in the money-making species and grades of southern hardwoods. This should prove the strongest argument yet presented for lower rates on the common grades of hardwood lumber. It renders exceedingly graphic the injustice of the present tariffs. If the value of a product is to be considered in fixing rates, no further argument is necessary for cheaper transportation.

Where Hoover Might Help

CONSIDERATION of Secretary of Commerce Hoover's plan to gather and disseminate lumber statistics monthly, suggests what a great boon it would be to the hardwood lumber industry if the Secretary of Commerce should be called before the Supreme Court to testify at the rehearing of the American Hardwood Manufacturers' Association case. Mr. Hoover could give the Court his broadminded, constructive view of the lumber statistics question. He could, no doubt, make it clear that to deny an industry the privilege of gathering statistics on conditions in its field would be equivalent to plunging it into perpetual chaos. The description of his plan might suggest to the Justices of our supreme tribunal, should they not already be thinking to that effect, that total prohibition of statistical work is so drastic as to violate strict justice, and that whether or not, as the judgment of the court may be, some of the practices under the Open Price Plan were illegal, statistics can be gathered and used without violation of the law.

No one would be so brash as to suggest what a decision of the U. S. Supreme Court should be, but there is no harm in expressing the hope that the hardwood judgment will be constructive, in that it will instruct the members of the Open Competition Plan of the American Hardwood Manufacturers' Association how they may proceed with their statistical endeavors according to the exact letter of the law.

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National Favors a Sales Code

Hot Debate During Closing Hours of Twenty-Fourth Annual Convention of National Hardwood Lumber Association Results in Vote for Code; Rules Changes are Adopted; Officers are Re-elected and Snell and Capper Bills are Opposed

The closing hours of the twenty fourth annual convention of the National Hardwood Lumber Association, which was held in Philadelphia, Pa., at the Bellevue-Stratford Hotel, June 9 and 10, resulted in most important action, which will probably give this meeting a position of more than ordinary importance in the association's chronicles.

By a vote of 158 to 104 the members went on record as favoring the adoption of a sales code, and a motion was carried referring the code matter to the president, authorizing him to appoint a committee of five to consider the entire question and report with recommendations to the next convention.

The vote on the advisability of a code concluded the biggest fight of the convention, which was waged in vigorous debate for more than an hour. The debate was precipitated upon the placing before the convention of the sales code proposed by the Lumbermen's Club of Memphis. But while the issue was at first joined over the question of the Memphis code, the vote was finally taken on the question of the advisability of the adoption of "a sales code." During the course of the delivery of numerous speeches for and against a code, much confusion developed as to the motion, i. e., whether the Memphis code, or "a code," was up for vote. During this period of forensic discussion, Horace F. Taylor, of Buffalo, New York, President, ruled with impartiality and in a most affable manner. The northern and eastern opponents of the code were much surprised at the outcome of the vote, while the Memphis backers were more than gratified. The motion to refer the question to the president was introduced by M. M. Wall, of Buffalo.

The committee which considered the Memphis code and reported it back to the convention consisted of W. C. Hull, Hugh McLean,

W. E. Chamberlain, S. C. Mengel and George C. Goodfellow.

Earl Palmer, of Memphis, initiated the debate with a motion that it be declared the sense of the members present that they favor the adoption of a sales code. In making his motion, Mr. Palmer paid an eloquent tribute to the work which had been done by the committee of Memphis lumbermen in working up the code, and took this occasion to urge upon the membership the necessity of encouraging the infusion of young blood into the active management of the association's affairs. Otis A. Felger seconded Mr. Palmer's motion and talks in support of it were made by John H. Hines, C. V. McCright, George C. Ehemann, Joe Thompson, J. H. Maassen and others. J. H. Dion, J. V. Stimson, M. M. Wall, Emil Guenther and John M. Woods spoke in opposition to the motion.

Adopt Bulk of Proposed Rules Changes

The next most important action was the adoption of the changes in the Inspection Rules proposed by the Inspection Rules Committee in its annual report, with the exception of those dealing with eypress. This section of the proposed changes was ruled out.

President Taylor, John W. McClure, first vice-president and the other officers were re-elected amid a most enthusiastic demonstration.

Besides these important matters the concluding session of the convention on the afternoon of June 10 was marked by the adoption of a resolution demanding "a general reduction in (railroad freight) rates, not alone on lumber, but on all commodities." This resolution follows:

"Whereas the Interstate Commerce Commission's grant of higher rates to railroads last August was based on the calculation that enough additional revenue would be derived therefrom to meet the twenty-five percent increase in wages and to cover the six percent



Horace F. Taylor of Buffalo, N. Y.,
Re-elected President



Frank F. Fish of Chicago,
Secretary-Treasurer



John W. McClure of Memphis, Re-elected
First Vice-President

on property valuation, for failure short of fulfillment, by virtue of the fact that it proved to be the greatest factor in retarding and suppressing business; and

"Whereas, after a series of conferences held in Washington June 2 and 3 between traffic executives of important rail carriers and representatives of the Southern Hardwood Traffic Associations and shippers interested in the movement of lumber, and practically all building materials, the carriers announced on June 8 their refusal to reduce freight rates, based on their statement that they can not reduce rates so long as there is no reduction in operating costs and insufficient increase in business to restore the proper relation of net to gross earnings; and

"Whereas, the facts remain unquestioned that the railroad ties, car material and practically all supplies have declined to utmost pre-war levels, and with particular respect to lumber, which is quite so or below such pre-war levels; and

"Whereas, through influence of public sentiment, the railroads have been granted permission to reduce wages twelve per cent and abolish the so termed National Agreement, which in a large measure liquidates the abnormal cost which justified the increase in rates granted them last August by the Interstate Commerce Commission; and

"Whereas, the lumber industry has reduced its cost of manufacture to the very minimum and is getting less for its production in the open market today than the cost of production; and

"Whereas, practically all building products have been reduced with consequent reduced cost to the consumer, to as low level as excessive transportation charges will permit; and

"Whereas, the crying need of the hour is for more homes for people to live in, more homes for business, more homes for churches, more homes for schools, more homes for hospitals, more homes for public buildings, more homes for hotels, etc., etc.; and

"Whereas, trainmen of the country at large are sounding a strike note to become effective July 1; and

"Whereas, public opinion will favor the strikers, whose cry will be 'our pay must not be reduced unless the railroads help to reduce the cost of living by reducing their rates'; and

"Whereas, the lumbermen of the United States have done their part in deflating and are anxious to help others do likewise that business may move forward without strife, strikes and further suffering. Therefore, be it

"Resolved by the National Hardwood Lumber Association,

"That the rail carriers of the country be earnestly implored to quickly reconsider their announcement of June 8, refusing to reduce railroad rates and that before July 1, say to the suffering public they, too, will do their part to restore business; thus assuring the railroads a continuance of that friendly feeling of the public that is so essential to their welfare.

"Resolved, that it is the sense of this convention that there should be a general reduction in rates, not alone on lumber, but on all commodities, and that we believe when such reductions are made there will shortly come a revival of business that will give to the railroads the necessary financial return.

"Resolved, that this resolution be presented to the executive of the various transportation lines at the earliest possible moment and that they may be urged to take prompt action, and that same also be presented to the President of the United States, Secretary of Labor and the Interstate Commerce Commission."

Capper and Snell Bill Opposed

The Convention also went on record as favoring fair insurance and opposed to the action of insurance companies in fighting reciprocal insurance, praised the work of the Constitutional League of America and indorsed legislation to protect the forests.

The last measure recommended: Adequate fire protection of forests land classification and forest survey, reforestation, extension of public ownership, and opposed the Snell and Capper bills. "The former upon the ground that it proposes regulation of private industry and delegates legislative power in ambiguous terms; and the latter, because of its plain violation of the Constitutional provision against taking private property for public purposes

with the exception, and because of its wholly impractical economic features."

Secretary of Labor Speaks

Optimism for the future and a word of warning for the present were the keynotes of the address of James J. Davis, Secretary of Labor, who was the principal speaker at the first day's session of the convention.

The morning and afternoon sessions were full of life and vigor, but the lumbermen were electrified when the Secretary of Labor spoke right out from the shoulder.

So vehement did he become that he knocked the pitcher of ice water from the table in front of him. It fell to the floor, smashed into a dozen pieces, and the ice water drenched the legs of some very prominent lumbermen on the front row.

"To some of the big employers of labor," said the secretary, "this seems to be a time to smash the labor unions, now that jobs are scarce and labor is weakened. They are all wrong; it is neither possible or safe.

Crush the unions and you will have secret organizations of the wildest most radical type in their place. Remember, new hopes have been raised by the war in Europe and here. In many places in Europe these hopes have led to Red Revolution. Here they are working out in the orderly American fashion. But crush the unions and you will have Red Revolution. It is harmony we need, not fighting.

There are, however, countless employers putting good fellowship into use, and this gives both sides contentment in their work. We cannot be a successful business nation without it. We hear little of the harmony about us because of the noise of occasional strife among us. It is a pity we hear so little of the fair minded employers and of their contented men, and we forget the kind employer and the happy workmen who go about their work without turmoil.

Behind all this turmoil, however, the fair-minded employers and employees are working out harmony. There is a new principle in industry, and this is responsibility. Responsibility of both sides to the public and to each other. In the long run, you know, we are all working for ourselves, and harmony makes dollars, while discord causes loss.

This is, however, no time for loafers. I'm opposed to the rich loafer and to the poor loafer. The loafer is a thief. I am a trades union man myself, and I say this to the trades unions: If they want to make good in America they must clear out the loafers. Let the trade unionist say he will not work alongside a shirker, a man who is robbing his employer and his fellow workmen. If the unions were more shot through with that principle antagonism to unions would soon lag. If unions penalized the shirkers employers would cry to them to unionize their plants, for a union card would be a guarantee of efficiency.

The delegates were welcomed to the city by Director Ernest L. Tustin of the Department of Welfare, who was replied to by Mayor E. V. Babcock of Pittsburgh. Mayor Babcock expressed confidence that the next year or two would show vast improvement in the lumber industry. He said he was not optimistic enough to predict that the betterment would occur right away.

Gotham Leads Anti-Code Forces

Strong opposition to the proposed "sales code" developed during the day. A committee of New York members of the association expressed their views against the code as follows:

1—A sales code has no place in the inspection rules of the National Hardwood Lumber Association. If considered at all, it should be entirely divorced therefrom.

2—A sales code should not in any way change, modify or interfere with the rules of the National Hardwood Lumber Association.

3—That a sales code should not attempt to enunciate common law covering contracts.

4—That the proposed sales code is impossible of common application and can therefore serve no good purpose.

It is upon this platform that the fight on the code was planned.

The secretary of this committee was H. B. Coho, other members being J. O. Stewart, C. A. Moore, Jacob Bayer, Stephen L. Taylor and C. F. Fischer.

The following are the changes in National Inspection Rules, which were recommended by the Inspection Rules Committee headed by John W. McClure, and which were adopted, as stated above:

PART I

FOR CLARIFYING PRESENT RULES

Paragraph 1:

Measurement of the Grade of Shorts in Mahogany.

(See page 53 of present rules.)

The following change in the method of measuring and tallying the grade of Shorts in Mahogany is recommended by a number of mahogany produc-

ers. It has been adopted by the Timber Trades Federation of England and by the National Lumber Exporters Association of the United States. This change in method of measurement does not affect the final result nor the grade. It is proposed as a convenience in order to make it possible to use the ordinary board rule. The change, if adopted, will make the present rule for shorts read as follows:

SHORTS must be 4" and over wide.

Standard lengths are 2, 2½, 3, 3½, 4, 4½, 5 and 5½ feet. Fractional lengths other than standard must be measured as of the next lower standard length. Shorts must be measured and tallied as if four times the actual standard length and the resulting tally divided by four.

Pieces 4" and 5" wide must be clear.

Pieces 6" and over wide will admit standard defects according to the above basis of surface measure (four times the actual surface measure) as follows:

8 feet, 1 standard defect or its equivalent.

16 feet, 2 standard defects or their equivalent.

22 feet, 3 standard defects or their equivalent.

26 feet, 4 standard defects or their equivalent.

Paragraph 2:

No. 2 Wagon Stock.

(See page 107 present rules.)

The addition of the following sentence under the caption of No. 2 Wagon Stock has been suggested by the National Implement and Vehicle Association to remove a cause of misunderstanding without changing the present interpretation of the rules:

Heart and shake will not be admitted.

Paragraph 3:

Wagon Box Boards.

(See page 102 present rules.)

A request coming from the National Implement and Vehicle Association has been approved by our committee regarding the grade of Box Boards. It is recommended that the words "and checked" be inserted after the word "warped" in the last paragraph, page 102. This would not change the present interpretation and if adopted would make the paragraph mentioned read as follows:

Woolly cottonwood and lumber so warped and checked that it cannot be used for box boards must be excluded from this grade.

Paragraph 4:

Quartered Woods.

The insertion of the following definition of the term "Quartered" when used in connection with woods which now have no rules for quartered is recommended:

In woods where figure is not required, lumber shall be considered as quartered when the radial grain is at an angle of forty-five degrees or less with 80 per cent of one face of the piece.

Paragraph 5:

Measurement of Strips.

(See pages 95 and 96 present rules.)

Our present rules contain no instructions for the measurement of strips under special inspection. The adoption of the following rule is recommended as being in conformity with the interpretation now being used:

Strips may be ½" scant of standard widths when shipping dry. In the grades of clear and clear sap strips, tapering pieces must be measured at the narrow end. In the grades of common strips, tapering pieces must be measured one-third the length of the piece from the narrow end.

Paragraph 6:

Definition of Sound Cutting.

(See page 13 present rules.)

The insertion of the word "heart" after the word "rot" is recommended for the purpose of removing a cause of frequent misunderstanding and is in accordance with the present interpretation. This insertion would make the paragraph read as follows:

The term SOUND CUTTING as used in these rules means a cutting free from rot, heart, shake and other defects which materially impair the strength of the piece.

Paragraph 7:

Standard Grades.

The insertion of the following paragraph under General Instructions is recommended for the purpose of avoiding misunderstanding and promoting the use as far as possible of the exact grade-names as they appear in these rules:

All lumber shall be inspected according to these rules as defined under General Instructions and Standard Inspection unless otherwise specified. The rules defined under Special Inspection shall be applied only when specified in the contract between buyer and seller. The rules under Standard Inspection and Special Inspection shall not be applied under any contract which specifies grade names different from those listed herein, except by special agreement between buyer and seller.

PART II

CHANGES IN THE PRESENT RULES

Paragraph 8:

Miscut Lumber.

(See page 10 present rules.)

Owing to the difficulties involved in manufacturing 4" and thicker lumber, especially in some woods, it is recommended that the rule defining miscut lumber be amended so as to permit a variation of ½" in thickness

in stock cut 4" and thicker. If adopted, this paragraph would read as follows:

Lumber showing greater variation in thickness between any two points than the following table must be measured at the thinnest part and classed as miscut, and must be graded and reported as such:

1" in thicknesses of 1½" or less.

1½" in thicknesses of 5/8" and ¾".

1¾" in thicknesses of 1" to 2".

2" in thicknesses of 2½" to 3½".

2½" in thicknesses of 4" and thicker.

Paragraph 9:

No. 2 Axles.

(See page 107 of present rules.)

On suggestion of the National Implement and Vehicle Association, that unsound knots now admitted by our rules in No. 2 Axles, in connection with other defects admitted, make too poor an axle for practical utilization, it is recommended that these unsound knots be eliminated from the present rule. If adopted, this would make the rule read as follows:

No. 2 Axles will admit ¾" sound knots, 1¼" sound knots not less than 12" apart, or their equivalent in smaller defects; season checks 1" deep and 24" long, end splits not exceeding 8" in length, grain crossing in not less than half the length of the piece, 1" of wane, two grub holes showing on one or two sides, or other defects equivalent to the above.

Hewn axles shall be measured to square to the size they are ordered.

Defects at ends of axles that will admit working five feet six inches to be accepted.

Paragraph 11:

No. 1 Common Mahogany.

(See commencing page 51 present rules)

There are certain differences between the present grade of No. 1 Common Mahogany and the same grade of Oak and other cabinet woods. Several large Mahogany concerns feel that this condition should be corrected, not only because this grade of Mahogany is cut up for practically the same purposes as Oak, but also to make the rules more uniform and easier of application. It is, therefore, recommended that the present rules for No. 1 Common Mahogany be amended to conform to the eighth, ninth and tenth paragraphs under the caption of No. 1 Common Plain Oak on page 59. The rule as amended would read as follows:

No. 1 Common must be 4" and over wide, 6' and over long.

Pieces 4" wide, 6' and 7' long, must be clear; 8 to 11' long, must work 66 2/3% clear face in not over two pieces; 12 to 16' long must work 66 2/3% clear face in not over three pieces. No piece of cutting shall be less than 2' long by the full width of the piece.

Pieces 6' long, 5" to 8" wide, may have one standard defect; 9" and over wide may have two standard defects.

Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; 12' to 16' long must work 66 2/3% clear face in not over three cuttings.

Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; 10' to 13' must work on 66 2/3% clear face in not over three cuttings; 14' to 16' must work 66 2/3% clear face in not over four cuttings.

Each additional 4' in length over 16' long will admit one additional cutting in all widths described above.

No cutting shall be less than 4" wide and 2' long or 3" wide and 3' long.

PART III.

Additions to the Present Rules.

Paragraph 12:

Standard Turning Stock.

Special Inspection.

The Association of Wood Using Industries has requested that we adopt rules for turning squares. They state that the requirements of the wood-turning industry, as shown by their surveys, are normally 1,800,000,000 feet per annum and that practically all of this is classed as hardwoods. The rules which they propose are substantially the same as the following recommendations:

Standard Turning Squares.

Standard sizes are ½" to 2½" in multiples of ½"; and 2½" to 5" in multiples of ¼".

Standard lengths are 18" to 24" in multiples of 1", and 24" and over in multiples of 2", but there must not be more than 20% of 24" and shorter.

Standard grades are No. 1 and No. 2, which are combined as one grade unless otherwise specified. The combined grade must not contain more than 30% of No. 2.

Standard turning squares must be sawn full size and length when shipping dry. Over size variation of not more than ¼" shall be allowed. Squares having an oversize variation of more than ¼" shall be classed as miscut.

Wane or other defects that will be removed in turning the square to its working size shall not be considered as defects. End checks not exceeding ½" in length will not be considered as defects. Sap is no defect unless otherwise specified. No heart will be admitted.

Otherwise No. 1 Standard Turning Squares must be clear. No. 2 Standard Turning Squares will admit one sound ¾" knot or its equivalent for each 18" of the length of the piece.

Taylor Warns Against New Endeavors

The annual address of Horace F. Taylor, president of the National Hardwood Lumber Association, which was delivered immediately after the opening of the first session on the morning of June 9, contained a warning to the members to view with canny eye any suggestion that the association depart from the primary purpose of its creation and existence (universal inspection rules for hardwood lumber) and enter upon new and untried fields of endeavor. "The invitation is frequent to deviate from our prescribed path," he said, "and the temptation constant and alluring to explore new fields of effort, and I deem it a matter of vital concern that we consider such ventures in the light of the proven course which for us has been one of marked success."

Mr. Taylor said the entire success and growth of the association was primarily due to its concentrated devotion to the business of inspecting hardwood lumber according to its universal inspection rules. He declared that he did not "hesitate to assert that the universal hardwood inspection plan of this association is the most constructive and within legal limits the most profitable contribution ever made to the orderly conduct of the lumber business."

The full text of President Taylor's address follows:

It is a very great pleasure to welcome this splendid gathering of members and friends of the National Hardwood Lumber Association to the Twenty-fourth Annual Meeting of our organization. Not only to you whom we recognize as veterans in the work of our Association do I offer hearty greetings, but on behalf of an order in which good-fellowship holds sway, I extend the right hand of friendship to our new brothers who have come into the Association in such gratifying numbers during the past year.

These annual meetings are by no means held in mere formal compliance with our by-laws, and I am very happy at the outset to forecast that this gathering like its predecessors will take its place as a typical expression of our Association life, affording not only the opportunity for an intimate exchange of business counsels for the good of the order, but what is quite as important, serving most pleasantly to promote that traditional acquaintanceship among our members which has become an influential factor in our progress and success.

It is for definite purposes, therefore, that we have met again this year. We are to review the work of the past twelve months, take stock of our present resources as an association and seek in the light of experience the means by which our future usefulness may be enlarged. But above all and surrounding the definite features of our program structure we may confidently expect to enjoy, as on former occasions, an atmosphere tempered by the sunshine of good fellowship. Due in large part, no doubt, to the influences of the war, we find ourselves today in a world suffused with the poison of suspicion and doubt, finding its expression in the attitude of nations, in the attitude of all classes of society and as well in the attitude of the individual mind. We shall hardly witness progress toward better things until this unfortunate state of affairs gives place to a renewed confidence on the part of man towards his fellows; and surely no agency can be more effectual to this end than occasions for constructive intercourse such as that in which we are now engaging.

Passing of the "Soft Times"

It is a difficult matter to allude to the history of the past twelve months without remarking briefly at least upon the phenomenal change that has taken place in our industry since last we met. In June of 1920 we had reached a mountain peak of business activity unattained in any previous experience, and were faced with a demand for hardwood lumber in volume so unparalleled as quite to outdistance the facilities for its production, with resulting lumber values which no one of us could have anticipated. Our subsequent and recent course has been a descent so rapid and precipitous as to result in physical collapse had it not been for the robust business constitution with which most of us are blessed. We all know, however, that the depths of the valley are marked by limits as certain as those of the mountain heights, and we shall do well to "carry on" with resolution, confident that this relaxation may itself give us pause in which to prepare ourselves for a new and early experience upon levels more conducive to a sustained business comfort and health. Under our recent experience we shall do well to reconcile ourselves with the view of a philosopher who has said that what we have just seen is "not a case of hard times coming in—but a case of soft times going out."

To recount the history of our work during the past year is indeed a pleasant task requiring few words, and one in which you will share my enthusiasm, for surely there is every reason why you should join with me in a keen interest in the character and achievements of our great Association. Thanks to the sound principle upon which it is established and the tried and orderly processes of its work, it has functioned well and served

with a satisfaction so complete as to be all but universal. The tremendous change in the circumstances of our industry during the past year has offered a test which could have been successfully met by no organization of uncertain strength and character, and we have met that test unscathed and with flags flying.

Association's Growth

Growth in membership is, of course, by no means the only index of progress, but as you will be told in definite figures, the past twelve months has shown an accession not only large numerically but of equal value as regards the character and standing of those who have joined our ranks, and we may certainly take clear satisfaction in the knowledge that we stand today the largest lumber organization in the United States, if not in the world. When we take into account the conditions of the past few months, so clearly unfavorable to interesting business men in new affiliations, I think we may again regard the increase as an index of the universal regard in which this organization is held by the hardwood lumber fraternity.

My temptation is great to employ actual figures by way of illustration, but I do not purpose to encroach upon what is clearly the province of our efficient secretary, by referring in more specific terms to the growth as well as to the current accomplishments of the Association. You will all understand how under the pleasing circumstances of a sustained success in our work the task of your president has not only been a simple one but has consisted in the main of looking on with you while "the wheels go 'round," and there can, therefore, be no immodesty in my taking occasion to point with pride to the movement of this nicely adjusted machinery, the credit for whose successful operation rests first with you, our loyal members more than 1,400 in number, and upon the masterly work of our secretary-treasurer, and in no measure upon the person who has chanced during the past year to enjoy the title of president.

Thanks to the excellent suggestion made last year by President Goodman, our Executive Committee has enlarged to seven members. Five of the seven are representative sawmill operators; the other two are qualified by experience to take a sympathetic view of the problems of the manufacturer. Our Inspection Rules Committee with seventeen members includes at least eleven or twelve manufacturers, or a clear majority of two-thirds. The Board of Managers, out of a membership of twenty-eight, includes fifteen out-and-out lumber manufacturers, many of the remaining members being also indirectly interested in the producing side of the business.

Producers Predominate

I make a point of this preponderance of representative hardwood producers among our councils for the purpose of indicating how ill-founded is the occasional and oft-times plainly malicious charge that our organization is controlled in the interests of other classes of our membership. It is a fact beyond successful controversy that the National Hardwood Lumber Association is operated in the mutual interest of all its members and that in no sense or measure whatever does it discriminate in favor of one class as against another. Any fair analysis of our Association activities will readily confirm the truth of this statement; its accuracy need not rest upon an individual assertion.

No organization or individual who persistently stands for something worth while can hope to avoid occasional criticism; such criticism, on the other hand, becomes an inevitable and complimentary tribute to character. With a membership in excess of 1,400 drawn not only from all the hardwood producing states, but from well beyond those limits, employing a numerous staff of active representatives in regions not only separated geographically but representing a wide divergence of business relationship and called upon to correctly grade and measure annually between two hundred and two hundred and fifty million feet of twenty-five or more varieties of woods, it is no less than natural that errors of judgment will sometimes creep into our distinctly human machine. Obviously, the person who foolishly elects to rate our association's success upon the exceptional error instead of upon its ruling success, declares his own limitations and not those of this association. In all claims of error founded upon fact, your officers are prompt in meeting the responsibility of the Association by the prompt effort to treat the difficulty fairly and upon its merits.

I will not make the unkind charge that there are some lumbermen whose idea of an association is that of a convenient device which will enable them to accomplish an improper or selfish purpose; odd as it may seem, however, we are sometimes forced to believe there are still individuals whose disappointment at the refusal of our Association to lean their way, would seem to qualify them for the rolls of this unfortunate but limited class.

Inspection Nearly Perfect

The ruling accuracy of our inspection work is a matter which to me seems to have had too little emphasis. In this connection there was recent occasion to analyze results of the measurement and inspection in normal course of 175,000,000 feet. Of this total an average of only one car out of 80 formed the basis of a claim justified or unjustified; the ensuing reinspection showed that one car only out of 226 cars on the average substantiated a claim of sufficient amount to involve recourse to the guaranty of the Association. In other words, of this total—175,000,000 feet—

original claims good or bad amounted to 1 1/2 per cent only, and claims subsequently shown to be good amounted to less than one-half of 1 per cent. This is not only a remarkable showing but furnishes a record which may be safely offered for comparison with the inspection work of any individual firm, however accurate may be its business practice. Any friendly question as to whether our Association is a successful establishment can promptly be answered in the affirmative by a disclosure of such an inspection record and of our consistent growth in membership. Argument in addition to these facts would hardly seem necessary.

Certain well recognized principles upon which individual success is predicated find to a very interesting degree similar application to the work of a well ordered association. The individual who assumes the world hostile to himself, and who in order to fight the windmills his imagination has thus constructed, conducts his business in selfish disregard of the rights of others, may be permitted for a brief time to delude himself with an apparent success. In the same manner an association of business men designed perhaps through want of vision to secure advantage for its own members as against the world, may under favorable conditions enjoy a fleeting vogue. A business life of real service and commensurate profit must, however, be based on broader lines both for the individual or the organized group. The individual instead of attempting to profit at the expense of those from whom he buys or those to whom he sells, must recognize the interests of both: an organization of business men, whether in our industry or any other, should properly rest on the sound principle of a generous consideration of the interests of all parties who fall within its sphere of influence, whether within or without its membership. Just as surely as one section, conceiving itself to be a preferred class, organizes and legislates for the purpose of monopolizing control of that industry, we may conclude that it is "riding for a fall."

Selfishness Is Short Sightedness

The conclusion is to me unavoidable, that it is shortsighted policy for retailers, for instance, to assume to dictate as a group the terms and conditions upon which manufacturers and wholesalers shall conduct business with them; and for manufacturers or wholesalers in turn to arrogate to themselves the privilege of formulating restrictive regulations for other branches whose good-will they must seek to cultivate and who will stoutly resent any refusal to take their interests into fair account. It seems almost axiomatic indeed that the individual and likewise the association must so function, as factors in the industrial scheme, as to facilitate and not to hinder the progress of the whole industry; but peculiarly enough there is occasional evidence that some individuals and some associations still hold to purposes that would seem to ignore this social and economic principle. If perchance instances may be found of associations which have met with failure or indifferent success, may it not be worth while to inquire whether they have not been established upon a mistaken principle of service? And if so, should not our association try to avoid similar pitfalls?

It seems to me that as members of the National Hardwood Lumber Association, upon the evidence at hand and without false pride, we may entertain a sound enthusiasm in the fact that our Association in its concept of true and sustained usefulness is successful in the attempt not only to serve all its members impartially, but to take into fundamental account the interests of those as well who furnish the consuming market for the lumber we make and sell. Having constructed well upon this theory, but with minds wide open for the adoption of suggestions which have the merit of being constructive as well as new, should we not guard against legislation which may impair our standing, particularly if it threatens to favor the interests of one class of membership against the others; or if it goes farther and contemplates disregard of the interests of the far-flung and varied clientele with whom in the last analysis it is absolutely essential that we co-operate? Indeed the universal public sentiment regarding actual and threatened monopolies finds no clearer expression than the various attempts of the past few years to dispose of what are commonly called the "trusts."

The Primary Objects

A reference to Article III of your Constitution and By-Laws indicates that the primary object of this Association is "to establish, maintain and apply a uniform system for the inspection and measurement of hardwood lumber," and while it is true that this purpose is enlarged in the same article "to promote the welfare and to promote the interests of the hardwood trade," a study of that instrument indicates no purpose of its authors to establish a general trade organization providing for such general association purposes as universal arbitration, organized traffic or credit bureaus, statistical and price stabilizing ventures, fixed terms of sale, uniformity of contract or any of those activities commonly and properly attempted by many organizations. I do not intend, of course, to construe our purposes as limited to the inspection of hardwood lumber if it should be the wish of our membership to change the original purposes of the organization. It is my earnest recommendation, however, that in contemplating a field we have not heretofore occupied, we should subject every proposition involving a material deviation from present and approved practices to tests I have endeavored in a faulty way to define.

The primary purpose of our association, the establishment and application of a uniform inspection system, involves further considerations which in themselves may preclude the safe consideration of other purposes—that

is to say, regulations providing for a universal lumber inspection system, must be so broadly drawn as to meet in certain terms the widest range of local circumstances. Our regulations must be drawn to pass current everywhere, and trading rules are to be applicable everywhere, so that producer or dealer be enabled to handle his hardwood lumber upon specifications so precise and yet of such universal application as to be acceptable equally to the consumer who makes spools in Vermont or interior finish in California or to the millman who makes ties in Florida or ship timbers in Texas. In other words, hardwood inspection means a single universal language. In complete distinction, however, the determination of equitable terms of sale and similar matters may be governed largely by local policy or interest. The requirements of the sawmill man may demand cash settlements, and his demand may be entirely justified; a wholesaler, on the other hand, may find it excellent business to assist in financing his customer by granting the most liberal terms conceivable; he may in fact be influenced by a high conception of salesmanship in so doing.

Should View Departures Carefully

The average local or regional association may thus no doubt do many things inappropriate to a national organization having a peculiar purpose such as ours. Please let me emphasize, however, that I am offering this not as a dictum but as a line of suggestion which seems to me to merit your earnest consideration. I anticipate the question in some of your minds as to the occasion of my present emphasis of what seem to me the principles upon which our progress is based. To those of you, however, who have had occasion to follow intimately the activities of the association, it is unnecessary to remark that the invitation is frequent to deviate from our prescribed path, and the temptation constant and alluring to explore new fields of effort, and I deem it a matter of vital concern that we consider such ventures in the light of the proven course which for us has been one of marked success.

This Association enjoys the unique distinction of having made an unparalleled contribution for the benefit of every man who makes lumber and every man who uses it, and President Goodman's remark last year was a wise one, that the "continued growth of this Association is largely due to the fact that we have made no attempt to enter any other field of effort, but have applied ourselves entirely to the endeavor to secure the best practical rules of inspection and to maintain an Inspection Department qualified to apply these rules honestly and intelligently."

You gentlemen no doubt know from experience that many activities commonly undertaken by lumber associations are by their nature subject to the frequent local or sectional or individual criticism of those immediately affected. During the last few months many group practices have either properly or improperly been brought even under the ban of the law of the land. With full realization of what this statement means, I do not hesitate to assert that the universal hardwood inspection plan of this association is the most constructive and within legal limits the most profitable contribution ever made to the orderly conduct of the lumber business. To the authors of this plan, and to the organization which for twenty-four years has successfully made it effective, generous credit may be given without immodesty.

Buckley Is Honored

One recent act of your Board of Managers will, I am sure, enlist your enthusiastic endorsement. At our mid-winter meeting, Edward Buckley of Manistee, Mich., broached the question of withdrawing from the board because of his partial relinquishment of active business. Your managers were insistent upon retaining our veteran director upon the official roll under a suitable title, and without a dissenting voice constituted him a life member of the Board of Managers. To our many members who know Mr. Buckley this will come as a fitting tribute to his consistent loyalty to the principles of this Association. Mr. Buckley has always been esteemed for his warm and constant support of this association, has uniformly observed a spirit of comity toward his fellow-members, and has never failed in generous observance of the principle that those with whom he dealt were also entitled to a profit. You will all join the members of the board in wishing Mr. Buckley many more years of health and participation in our meetings.

As touching the future work of our Association, various matters will be presented to you during this meeting through committee reports and by eminent speakers who have honored us by accepting a place on the program. I commend most heartily to your consideration the carefully considered report of your Inspection Rules Committee. We shall also be keenly interested as citizens and not only as lumbermen in an able presentation of the question of "Forestry Legislation." Whether we invite it or not, there is a popular demand that lumbermen record themselves in connection with the National Forestry Policy, and you may deem it wise to express yourselves upon this matter. Further than this, the conservation of the raw material of our forests indicates to many the need of a closer cooperation between the maker and the final user of wood products. You will be privileged, therefore, to hear an able discussion bearing upon the relation of the producer to the consumer of hardwoods.

Among other matters for your consideration, there will be presented either by your Board of Managers or directly by those most interested, a carefully considered proposal that our association adopt a "Sales Code." Opportunity has already been given to our members to study the form

(Continued on page 22)

Fish Chronicles a Year of Success

Another year of success was celebrated by Frank F. Fish, secretary-treasurer of the National Hardwood Lumber Association, in his report to the twenty-fourth annual convention, delivered directly after President Taylor's address on the morning of June 9. Secretary Fish recorded a net membership growth during the year of 275, giving a total membership of 1,145.

Mr. Fish opened his report with a review of conditions during the past year as contrasted with the year preceding, declaring in conclusion of this part of his paper "that the worst is over and that we are even now entering upon a period of expanding demand, which will likely approximate a normal condition before the summer is ended."

The text of the report follows:

Mr. President and Gentlemen: In submitting my sixteenth report at this, the twenty-fourth annual meeting of this association, it may not be inappropriate to institute a brief comparison between conditions existing in the lumber trade today and those prevailing at the time of our former meeting one year ago. I do not do this with the hope of enlightening this membership in any manner concerning its own business, but with the belief that an official record upon the subject may possess more or less value.

When we met in Chicago one year ago the demand for hardwood lumber was at high tide and, owing to competitive bidding on the part of buyers, and to no other reason whatever, prices had soared to heights beyond the fondest dreams of any lumberman. Consuming patrons, in order to make sure of their supplies of hardwood, had adopted the vicious practice of ordering twice or thrice as much stock as it was possible for them to consume, which practice resulted most disastrously to the lumber trade by reason of the wholesale cancellation of orders which followed upon the slackening up of general business. While, for the time being, the situation possessed the appearance of being a harvest time for the hardwood interests, it is very doubtful if much good grain was garnered. For the past six months we have been looking at the reverse side of the picture. With scarcely any warning the demand for lumber ceased to exist. It was not even a buyer's market, because there were no buyers. Prices were rushed to the bottom by panic stricken or needy holders of stock without the recompensing feature of obtaining a sufficient amount of business to justify such sacrifices. The lower prices went the less interest they inspired on the part of possible buyers—and today we are at low tide. But fortunately the beach is not strewn with the wreckage of lumber interests. The lumbermen have met the situation with courage and determination and have firmly resolved to "carry on." It is my belief, concurred in by those who are in a position to know, that the worst is over and that we are even now entering upon a period of expanding demand, which will likely approximate a normal condition before the summer is ended. This belief has for its foundation the final, though tardy, acquiescence of Germany in the reparation demands; the gradual, but persistent, improvement in the con-

dition of foreign exchange; the change in the attitude of the Government at Washington toward the business interests of the country, evidenced by the slogan, "Less government in business and more business in Government," and the liquidation of war prices on essential commodities, the first of which to go being lumber.

Lumber Has Liquidated

I desire that the word go out to the country from this great convention, that—whether cheerfully or not on the part of the lumbermen—the prices on lumber have been fully and completely liquidated. So much cannot be said of other factors in the situation. Unfortunately, there are elements which enter into the cost of construction of houses and their furnishings, which is the crying need of the hour, that as yet have not reduced their prices and which still serve to chunk the wheels of trade and commerce, which, without such obstacles, would promptly begin to revolve toward general prosperity. Among these obstructive factors the most prominent are transportation and labor, which still tenaciously cling to the prices only made possible by conditions of war, and which must yield to a universal process of liquidation to a peace basis before that prosperity comes to which we are justly entitled.

While the past year—taken as a whole—has not been a period of even average prosperity to the individuals constituting this membership, the progress of the National Hardwood Lumber Association has not been retarded in any manner whatsoever by the untoward conditions prevailing in the lumber trade, but instead, these unfavorable conditions general to the trade have resulted in an ever-increasing demand for the good offices of the association from lumbermen who heretofore had not appreciated the advantages resulting from a connection with this organization; and, upon trial, they have not been disappointed in the will and the ability of the National Hardwood Lumber Association to serve the interests of its members. It is in just such a period of depression as this through which we are now passing that the lumbermen require an effective agency for the protection of their interests and this association has not been found wanting when the adequacy of the protection it affords has been put to the test. From time to time attempts are made to stir up factional strife within our ranks by those who are still on the outside looking in, and the charge is continuously and tiresomely reiterated that this is an organization dominated by the wholesaler and operated solely in the interest of that branch of the trade. While this charge has been frequently and definitely branded as an unmitigated falsehood, the lie still persists and finds favor with those who are unable to bring any other charge against the National Hardwood Lumber Association.

Preëminence From Merit

It is quite true that there are wholesalers as well as manufacturers in our membership. The organization was originally formed in the belief that there was common ground upon which all lumbermen could stand and common interests which might be served by a proper spirit of genuine confidence and co-operation. The success that has followed upon the expression of this belief through the National Hardwood Lumber Association is sufficient justification that the theory upon which the organization was founded was

(Continued from page 21)

proposed. Most earnest and conscientious study has been given this matter during a period of several weeks, and the project bears the strong support of one of our most important hardwood markets, and is, therefore, entitled to the close interest and fair consideration of this membership.

Pleads Fair Play for All

For all these matters I bespeak the most fair minded and democratic consideration and treatment, with full confidence that a hearing of that sort will result in a wise decision representing the judgment of the entire industry; and such consideration on the part of this convention must result in the entire satisfaction both of those who favor and those who may oppose the plan, whatever decision you may reach.

It is my desire to accord the highest commendation to all agencies of our organization contributing to the recognized success of its work. Such recognition is a custom of the president's address, but I am especially anxious to make it clear that I am not governed alone by custom. In all our activities, the measure of devotion to your interests involved is much greater than can come to the immediate knowledge of a large part of our membership. I know I speak the sentiment of every member in expressing our high regard for the work of the Inspection Rules Committee, of which John W. McClure has again been good enough to serve as chairman. This committee writes the "Bible" of our Association, and I am sure its work will be accorded the esteem to which it is entitled by its high merit. Mr. McClure has given his customary time and interest as closely as ever

to this work. I am in doubt whether he should be rewarded with the title of Moses, the law giver, or of Job, the man of infinite patience under tribulation.

To the members of the Board of Managers and the Executive Committee, whose consistent loyalty and active interest could not be surpassed, I desire to express our obligation. In remarking our appreciation of the characteristic and able work of our secretary-treasurer, Frank F. Fish, I voice the genuine feeling of every member who uses our facilities and who knows Frank Fish, and this leaves nobody out. His recognized force and ability form the key of our association work, and I am glad indeed that the program provides as usual for his report, for he is above all best fitted to indicate to you the real accomplishments and the standing of our organization.

If I seem over-enthusiastic in my esteem of the order, I believe you will understand and appreciate the convictions that occasion that feeling. With so large and loyal a membership, our influence in the hardwood field is all-pervasive; and our membership and inspection record alone do not tell the whole story, for indeed the hardwood man is hard to find anywhere who does not govern his shipments by our rules even though he may never have come into the fold.

To serve such an organization as president has been a privilege which comes to few men, and which I have cherished accordingly. Your gracious forbearance and your unbroken loyalty and support to the association have made the past year for me a very happy experience.

eminently correct and thoroughly sound. This association today is unquestioned premier of all lumber organizations in this, or in any other country, and this is because it has sought to serve no selfish faction within its own ranks, because it stands for square dealing and because it has always had the courage to do the right thing. In a large measure it has been an association of one idea and that the proper inspection of lumber. It has never wandered off after strange gods to become engulfed in the maelstroms of sickening failure and heart-breaking despair. Like the shoemaker, it has stuck to its last and the work it has undertaken has been crowned with that success which attends only upon persistent and practicable effort. Before any switch is made from this single track line, which has brought this association to the desirable City of Success, careful thought should be bestowed upon the possible destination to which a double track system may lead.

And now that I have cleared my mind of some of these questions of general interest, I shall confine myself to a more or less detailed statement of the activities of the Association during the past year.

Since the 1920 convention held in Chicago on June 17 and 18, 284 applications for membership have been received, of which 9 have been rejected as undesirable or ineligible. The record of failures and withdrawals from business number 53: 23 have been dropped as delinquent in the payment of membership dues; 3 have resigned and 3 have been removed from the membership rolls as undesirable. The total number of new applications favorably passed upon by the Board of Managers and admitted to membership during the year is 275, which brings the present number of members in good standing to 1,443. A careful check of these new members shows a majority from the manufacturing sections of the South, and it is the belief of your Secretary, who keeps in touch with the progress of trade associations in all lines of trade, that no other trade organization has been able to present greater net gain during the past year. It has been suggested that we place a limit on our membership, of 1,500, and this suggestion is favored and supported by many directors and members. Under this plan, applications received after we reach a total of 1,500 would be placed on a waiting list and only admitted as vacancies might occur. I should be pleased to have the convention consider this suggestion.

During the year the regular number of meetings of the Executive Committee and Board of Managers have been held, and the record of attendance at all meetings is up to the highest standard.

On June 18, following the last annual meeting, the Board of Managers discussed the plan of engaging an additional assistant at the Executive office, but no definite decision was reached until the Executive Committee meeting on September 22, at which time it was decided to engage a man to assist in handling the rapidly increasing volume of correspondence and detail, and on January 1, G. S. Hill who had been identified with prominent hardwood interests in both domestic and export trade, was engaged as an assistant.

As a result of the action at our last annual meeting, the contribution to the permanent home of the Chamber of Commerce of the U. S. of A. was increased to \$15,710.

Pursuant to the plan adopted one year ago, the Consumers' Register is now issued quarterly. The great value of this branch of the service is recognized more fully than ever under trade conditions we have been called upon to meet during recent months, and it is gratifying to record an unusual number of letters commending this branch of the Association service; and as a result of closer acquaintance and better understanding with the trade associations of furniture and other woodworking lines, we are assured of the almost unanimous future co-operation of buyers of hardwoods.

Inspection Expenses

As indicated by the detailed statement of Receipts and Disbursements, the expense of operating the Inspection Department is slightly under that of previous years. The figures of the Inspection Department for the year, showing quantity of lumber inspected in each market and district, with the amounts earned and exact cost here of maintenance, are as follows:

Market	Feet	Earnings	Expense
Grand Rapids, Mich.	12,627,102	\$14,985.24	\$11,332.21
Chicago, Ill.	11,970,403	14,023.12	11,932.33
Memphis, Tenn.	10,071,330	13,841.82	11,898.08
Minneapolis, Minn.	9,029,717	10,384.41	8,940.66
St. Louis and Kansas City, Mo.	8,565,497	13,258.52	11,295.35
Philadelphia, Pa.	8,374,086	10,119.56	6,922.11
Louisville, Ky.	8,258,907	10,207.96	9,696.10
Detroit & Bay City, Mich.	8,176,289	9,821.35	8,473.53
Puffalo, N. Y.	6,304,010	7,929.80	6,843.67
Toronto, Ontario	6,252,268	9,437.21	9,639.55
Cairo and Alton, Ill.	5,604,126	6,981.15	5,997.93
New York City, N. Y.	5,393,507	6,759.75	6,077.22
New Orleans, La.	5,239,152	7,718.07	7,546.96
Boston, Mass.	4,864,675	6,407.01	5,025.67
Cincinnati, Ohio	4,826,731	7,071.78	6,930.14
Asheville, N. C.	4,337,595	6,232.99	6,348.99
Little Rock, Ark.	4,255,413	6,747.08	6,094.72
Milwaukee and Oshkosh, Wis.	3,919,449	4,148.58	5,895.24
Nashville, Tenn.	3,631,872	5,499.47	6,204.26
Demopolis, Ala.	3,360,490	4,854.97	4,229.22
Shreveport, La.	3,310,214	6,419.62	6,898.39
South Bend, Ind.	3,113,214	4,754.95	3,685.73

Valdosta, Ga.	3,001,960	4,712.00	4,000.00
Mobile, Ala.	2,912,745	4,870.29	4,000.00
Montreal, Quebec	2,909,795	4,524.75	4,641.27
Little Rock, Ark.	2,895,531	5,170.26	4,000.00
Norfolk, Va.	2,482,484	2,186.67	2,325.76
Mobile, Alabama	2,394,355	4,759.91	4,204.00
Huntington & Lenex, W. Va.	2,286,509	4,067.00	4,175.00
Baltimore, Md.	1,974,982	2,170.44	2,154.11
Columbia, S. C., and Atlanta, Ga.	1,869,947	3,384.44	4,407.13
Knoxville, Tenn.	1,841,236	2,937.01	3,579.23
Beaumont, Texas	1,719,528	4,251.82	4,406.57
Bristol, Tenn.	1,658,007	3,199.23	3,796.21
Michigan Mill	20,343,094	3,051.65	

Of the 189,776,218 feet shown by these figures to have been measured and inspected under the bonded certificate of the National Hardwood Lumber Association, official reinspections were requested and applied on 2,697,102 feet. Of that quantity the original inspection was found to differ more than 4 percent in money value on 943,150 feet, resulting in total reinspection claims paid by the Association of \$12,978.80.

The force of inspectors was reduced shortly after January 1, 1921, owing to the decline in shipments to and from all sections, but this readjustment was accomplished without depriving the membership of service in any market or section, and the present force of fifty-four salaried inspectors appears able to meet present demands with but slight occasional delay to members.

We have succeeded in promptly meeting all obligations and on the first day of June, 1921, the association had no indebtedness of any nature. The following is a detailed statement of Receipts and Disbursements, together with figures from the association ledgers, the correctness of which is certified to in attached report of Marwick, Mitchell, Peat & Co., certified public accountants and auditors:

Balance reported at convention, June 17, 1920 \$79,925.11

Receipts:

From Membership Dues and Initiation.....	\$ 67,822.30
From Inspection Fees	233,266.69
From Program Advertising	13,390.00
From Sale of Rule Book	479.80
From Reinspection Claims and Settlements	2,095.76
From General Expense	32.80
From Miscellaneous Expense	60.30
From Interest on Bonds and Notes.....	1,537.94
From Interest on Bank Balances.....	521.00
Total Receipts	\$319,206.59

Disbursements:

Salaries, Expenses and Advances: Secretary-Treasurer, Assistant Secretaries, Chief Inspector, Inspectors and Office Force.....	\$269,652.38
General Office Expenses	6,247.64
Rent	2,640.00
Postage and Printing	10,461.55
Reinspection Claims and Settlements	12,978.80
Committee, Convention and Program Expense..	18,568.14
Miscellaneous and Christmas Expense	3,286.78
Office Furniture	509.08
Refunds: Inspection, Membership Dues and Claims	797.16
Accrued Interest on Investment	66.39
Total Disbursements	\$339,131.70

Leaving a balance on deposit at the Fort Dearborn National Bank, June 1, 1921.....\$ 15,957.61

In the Merchants Bank of Canada, June 1, 1921	5,626.17
In the Continental-Commercial Trust & Savings Bank	1,000.00
In Liberty Loan Bonds	27,400.00
In U. S. Treasury Notes	15,000.00

Total in General Fund on June 1, 1921.....\$ 64,983.78

In addition the books show good outstanding accounts for Membership Dues	14,815.00
For Inspection Fees	18,409.45
For Program Advertising	7,315.00
For Advances to Employees.....	1,560.00
	45,099.45

Bringing Resources in Cash, Bonds, Notes and Good Outstanding Accounts to \$110,083.23

Cash Deposit Fund:

Balance on hand June 17, 1920, as reported at Convention	\$ 400.00
Refunds	25.00

Total in Cash Deposit Fund June 1, 1921.....\$ 375.00

A careful analysis of the figures contained in this report furnishes
(Continued on page 26)

Problems in Standardization of Dimension Stock for the Wood Using Industries

Third Paper

By William A. Babbitt

In our Second Discussion of the Problems of the Standardization Program, the writer pointed out at some length and detail the necessity that lumbermen should understand and give due consideration to the wooduser's point of view. There is plainly an equal necessity that the wooduser should understand and appreciate the lumberman's point of view.

It would seem fair to make a general statement that there is no consideration which will warrant any lumberman in undertaking to manufacture Standardized Dimension Stock, or anything at all, except a sound and reasonable probability that this line of production will pay a fair profit. No matter how strongly the lumberman may be moved by a patriotic desire to co-operate in reducing and finally eliminating the great wastes now obtaining neither patriotism nor any other consideration of the kind should obscure the basic fact that no unsound, uneconomic business can possibly be patriotic—not even a government railroad administration. No student of the present industrial situation would seriously question the assertion that the demoralization of the lumber industry constitutes the principal cause of the appalling demoralization in the wood using industries. "Our foundation has been removed."

Must Change Ideas

Many of the wooduser's most difficult problems are of a psychological kind. It is the "squint" that we have acquired from a long but not altogether venerable tradition.

Recently a high executive in a big woodusing industry remarked to the writer, "We have got a funny row on in our plant, between the engineering and the purchase departments. The designer specifies ash for a certain unit, for which laboratory tests show that other hardwoods are equally serviceable. We have on hand sufficient white oak dimension salvaged from other operations to fill this requirement, but no ash. The purchase manager says he has got to be shown that ash is indispensable; and the designer says he won't have anything else. So there you are."

Evidently our first problem is to see that our specifications are reasonable from the dimension manufacturer's point of view. We must help our designers to get rid of the idea that they have a free hand to design without reference to the economic restrictions of raw materials. I speak as one who has bought costly experience. Such an attitude will not only give to our supply sources confidence to produce, but it will greatly conserve and foster the processes of economic production in our own plants. The designer who insists on refusing to use a half million feet of white oak in stock, and on enforcing the purchase of a half million feet of white ash, which for the purpose intended had no advantage—that whole breed, altogether too common among us, needs "the hook."

The Standardization Committee is endeavoring to follow out this suggestion in all its procedure. We do not publish any standardization until the Rules Committees of the lumber associations interested have ample opportunity to scrutinize and criticize the conclusions of this committee.

Our next problem is to erase completely from our business thinking the old and prejudicial tradition that dimension is made from waste, which costs nothing; and that consequently dimension ought to be sold around that figure. It is proper for the lumberman to reply that this idea is correct, providing you can find any waste around your own shop which costs nothing. The main purpose of this article is to set out plainly the real values which inhere in standardized dimension as compared with the lumber necessary to

produce our dimension in our own plants. We must be prepared to pay for dimension a fair price.

Closely related to the foregoing is the new problem of readjusting our ideas to the new methods of handling, seasoning, and routing our stocks of lumber, in the form of dimension. The technical problems are already the subject of intensive study, with the collaboration of the Forest Products Laboratory. Yardage requirements will be greatly decreased, as will be requirements for kiln capacity. The writer believes that it will soon be established that the kiln work should be done by the Dimension Producer. At all events the kilning of dimension stock requires a procedure of its own. Possibly this can be accomplished more economically in the plank at the saw mill than by any other method.

Standardization will also mean the elimination of most of the preparatory processes, taking the wood using industries as a whole. The big "saw room" will fade to a mere shadow of its former greatness and nuisance. The sawroom force will be busy assembling wood products. Business in kindling will greatly dwindle. Cost accounting will probably begin to take on a semblance of veracity, utopian and unbelievable as the statement may read. However, the road to all these desirable results is a long one and not without very great difficulties.

Theoretical Values of Hardwood Dimension in Terms of Standard Hardwood Grades

The expression "theoretical values" is used because so far it has been possible only to check actual values in a limited way. These theoretical values are actual values, as far as this work of checking has been carried, but might show considerable variation when compared with other lines of experience. For the same reason, it is necessary to confine this discussion to hardwoods, although the work of Standardization must eventually also cover all coniferous woods.

Mill Run (No. 3 C&B) Basis of Study

In the study that follows, we have considered all the lumber portion of the products of the log which grade No. 3 C&B. According to the U. S. Forest Service's Bureau of Industrial Investigations, this is only 40.3 per cent of the content of the log. So it is evident that when Standardization for hardwoods is complete only 40 percent of the log will have been "conserved." Among the waste items outside this study are the following percentages of waste in handling the average hardwood log: Kerf, 13 per cent; slabs, 12 per cent; edging and trimming wastes, 12 per cent; bark, 13 per cent, and other about 10 per cent.

Very complete and exhaustive studies have been made by the National Association of Wood Turners as to the clear content of mill run lumber for turning squares. Roughly speaking, northern hardwoods run 50 per cent of clear stock; while some southern hardwoods run as high as 60 per cent clear stock suitable for turning squares. The following analysis of northern hardwoods (beech, birch, and maple) has been checked with the recent cost studies given out by the Michigan Hardwood association, and incorporates their realization prices, as of May 1, 1921. Bear in mind that all wood fabrication requiring clear hardwood stock can now draw only 20 per cent of the content of the average hardwood log. Even the selects fail to affect this slight margin to a practical extent. For easy reference, we have set this up in the form of a chart.

It is interesting to note that the footage value-at-mill of clear cuttings for wood turning stock equalizes in all four grades, very nearly. But as soon as freights and costs at the wooduser's plant are added, FAS is by long odds the cheapest lumber to buy, as it is

* The chairman of the Committee of Standardization, the Association of Wood Using Industries.

generally known. This is in spite of the fact that the spread between No. 1 C and FAS is abnormally large at the present time.

Standardization Will Effect Great Savings in Lumber and Freight

Now if the establishment of a market for standardized dimension stock becomes effective, by means of which the bulk of low grade lumber (and all mill waste possible) can be marketed as net dimension, the enormous wastes and expense involved in shipping low grade lumber will be eliminated.

Freight will have to be paid only on the net usable salvage of low grades and waste. Now ostensibly the cost of freight is included in the price of the lumber, and loaded on the buyer. Actually, it is an open question which party is paying the freight. About now the lumberman is not only paying all freight, but he is paying considerable in addition for the privilege of shipping on that basis. Last year, at this time, it was the other way 'round. However, the freight paid on the non-usable portion of graded hardwood lumber is a dead loss, whoever has to pay it. The conversion of low grades into net dimension will entirely relieve both parties from all liability to pay this dead loss, which in the aggregate is a staggering sum.

Possibly a thorough study of the freight problem would lead to a different conclusion, but apparently the money values involved in this single item of freight waste is a sufficient warrant for both lumbermen and wood users to league together to make effective the whole program of Standardization.

In order to bring this out as graphically as possible, we have prepared the following chart. The black portion of each square represents the relative amount of freight paid on the usable portion of each commercial grade of hardwood lumber. The white portion of each square represents the relative amount of freight waste involved in shipping commercial lumber. The total amount of this waste is only six points less than the freight on the usable portion. This means that the freight charges on all raw materials for hardwood fabricating industries such as furniture are almost exactly double what they need to be. The fluctuation between the "Buyers" and the "Sellers" market decides which party has to pay this double

"The Deadly Parallel"

In these three papers, an attempt has been made to discuss the general problems of the Standardization Program. No attempt has been made to handle any of the patriotic or altruistic phases—not that the value of these considerations are held to be of minor importance. No attempt has been made to furnish a technical basis on which to undertake the manufacture and marketing of Dimension Stock. These factors will be dealt with as occasion may arise.

To summarize the considerations which have been discussed more or less adequately, as sound reasons for both lumbermen and wood-users to give their support to the Standardization Program, we have arranged these considerations in parallel columns, as they affect favorably one or the other of the parties at interest.

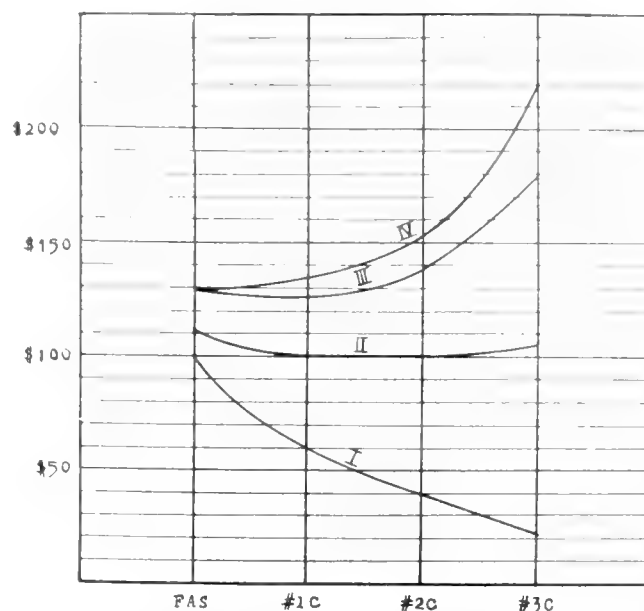
Lumbermen

1. Provides a market for product of surplus low grades and mill waste.
2. Greater utilization of product of tree means lower cost of stumpage and conservation of standing timber.
3. Dimension production will concentrate total wastes at mills, thus making commercial salvage operation feasible.
4. Dimension production will effect very large savings in shipping costs.
5. Will relieve the abnormal pressure on high grade lumber.
6. Establishes a series of pro-

Woodusers

1. Eliminates all cartage and handling wastes.
2. Eliminates all freight wastes.
3. Reduces the volume of stocks necessary to be carried.
4. Eliminates the necessity for extensive yards and the fire hazard incident thereto.
5. Eliminates the old time "preparatory department" to a large extent, with all its wastes.
6. Eliminates the problem of

CHART I



This graph is designed to indicate four comparative values of full mill run hardwood lumber from the viewpoint of a buyer whose location from the originating mill involves a 35 cent freight rate.

1. Cost of mill run lumber to wooduser at shipping point, the amounts of the various grades being taken from the report of the Michigan Association.

2. Cost at shipping point to wooduser mill run lumber to make clear stock per thousand feet b. m. No allowance in this computation for labor to cut out this clear stock into dimension.

3. Delivered cost to wooduser of lumber necessary to make one thousand feet b. m. of clear stock. Inasmuch as the only reliable available data applies to turning squares—this curve is to be regarded so to apply.

4. Total cost to wood user per M ft. b. m. of clear turning squares, with allowance for manufacturing and disposing of waste.

duction operations at the mill, now carried on at much greater cost at the wooduser's plant.

7. In most mills would establish a year round operative base, which will reduce overhead and stabilize labor.

8. Provides a market for product of short logs, top logs, and all logs too small to produce FAS.

9. Gives production value to crooked logs, and the large branches of some hardwood trees.

10. Will greatly reduce the cost of selling low grade lumber.

11. Careful students believe that the opportunity which dimension production offers lumbermen as a means of adapting their output to varying market conditions will result most favorably in the direction of stabilizing the whole industry.

disposing of large quantities of waste.

7. Will doubtless favorably affect the cost and speed of curing stock.

8. Will favorably affect overhead by reducing requirements for floor space, yardage, kilnage, light, heat, power, and all similar charges.

9. Will reduce charges for capital now locked up in lumber piles.

10. Stabilizes and standardizes basic cost of raw materials for related classes of production for the entire industry.

11. Affords production managers an established basis for gauging and speeding production.

As one looks over this rough summary, at least one fact sticks out big and plain. It's a good proposition for all concerned. Just where the weight of advantage lies, time only will tell. Also time will adjust that advantage (if any) so that the whole problem will be on the same basis as ordinary transactions in commercial lumber.

The reader no doubt sees important matters which the writer has overlooked. If he is a lumberman, he will doubtless rather incline to the opinion that the wooduser is getting the best of it. On the other hand, if the reader be a wooduser, or the late attorney-general, he will certainly lean to the opinion that the lumbermen have all

C H A R T I I

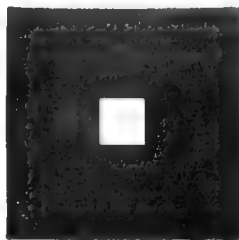


Fig. 1 - FAS



Fig. 2 - 1C



Fig. 3 - 2C

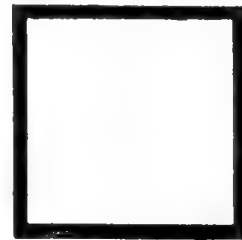


Fig. 4 - 3C

The white areas represent the relative amounts of freight wastes involved in shipping the four standard grades of hardwood lumber, as compared with the black areas which show the freights paid on stock usable for such purposes as furniture, wagons, and wood turning and shopping. Regarding the total freight as 100 per cent, the freight waste is closely 47 per cent.

the best of the argument. Without hesitation, the issue is left to the tender mercies of the parties at interest.

How About the Price?

Somewhat with trembling and fear we approach this subject. But we have to admit that this thought is in the minds of all. What shall we pay for Standardized Dimension Stock? Or, to put it another way, What price has the producer a right to charge?

Without any question, eventually the price of Standardized Dimension Stock will be determined by the two factors of supply and demand, and its relative advantage to woodusers as compared with commercial lumber. The usual sparring for price advantage is to be expected. Sometimes the market will be a buyers' market and sometimes a sellers' market. No sensible business man would want anything different under existing conditions.

Probably it would be a pure guess to make a suggestion for a basis, so to speak, a place to start from. Looking over past history; considering the parity of advantage that is likely to accrue both to producer and user of standardized dimension stock; having due regard for the ominous outlook for future forest resources; realizing that almost to a certainty the producer will protest "too low" and the user will retort "too high," and unitedly chase the writer to the tall timber; nevertheless said writer—speaking for himself only—elects to suggest this basis: "Let the parties at interest start the discussion on the basis of a parity in price between No. 1 Standard Dimension and combined First and Second Grades of commercial lumber, applicable at the outset to the following industries: FURNITURE, AUTOMOBILE, WOOD TURNING, WOOD SHAPING, AGRICULTURAL IMPLEMENTS."

(Continued from page 23)

indisputable evidence of the progress toward uniform inspection. It is not possible to determine with accuracy what percentage of reinspections demanded were influenced by the rapid decline in prices and general demoralized conditions which have obtained during many months of the year which closes with this meeting, but it is certain the rather general tendency to undervalue degrade stock has adversely affected the net showing in reinspection adjustments.

Proposed By-Laws Change

In conformity with Article X of the By-Laws, the following change is suggested in Article VII under the heading of "Meetings." Section 1, paragraph 1, add: "or by the Executive Committee." If adopted, this sentence will read: "The place and date of the annual meeting of this Association shall be selected by the Board of Managers or by the Executive Committee of the Association." The suggestion for this change is in the interest of economy, as during one or two recent years the entire Board have been called to meet, when, aside from the selection of meeting place and date for the meeting, there has been practically nothing demanding their attention, and under such conditions the Executive Committee of seven, by correspondence with the members of the Board of Managers, can easily ascertain their views and decide according to majority idea.

In every industry the unscrupulous operator will, if determined, find means to accomplish his ends, but, fortunately for us, the percentage of such people in the hardwood industry is unimportant, and each year sees further reductions in their ranks. There is much evidence at hand that the National Hardwood Lumber Association, as now conducted, has been the most powerful agency at work in the discouragement of unfair methods in our industry, and positive evidence is not lacking that serious differences and disputes, involving litigation, are fewer in number as a

direct result of the effectiveness of the National Association plan of absolutely fair and impartial handling of disputed shipments through the agency of its Inspection Bureau.

With the friendly relationship that has been so firmly established by the National Hardwood Lumber Association with practically all buyers of hardwoods, and a continuation of the loyal and unselfish support of this membership, it is my belief that this association will continue in its progress each year and be able to maintain its present position as the strongest and most influential trade association in existence.

And now, in closing, I desire to briefly call attention to the social side of our associate activities. It has always been a cardinal principle of this membership that these annual meetings should afford the highest expression of good fellowship, under the belief that men possessing common interests cannot know each other too well, and under the further belief that acquaintance ripens into genuine friendship more quickly and more surely under the spell of social concourse than under any other condition. Hence, much effort, time, and money have been expended to make of these meetings the outstanding social events which have ever characterized the annual assemblages of this membership.

The entertainment afforded at these meetings does not just happen, but instead, it is the product of weeks of constant and careful effort on the part of the office of the Secretary, and I should be amply paid for all this effort, if there were no other compensation than the sincere appreciation of the members in attendance of the results attained.

Without doubt this is to be the very best meeting we have ever attempted and my parting word to all of you is, to forget your business worries for the time being, let down from your nerve strain, and go in for the best time you have ever had.

Injunction Retards Hoover Plan

Whether or not the American Hardwood Manufacturers' Association will be able to gather information from its members regarding production, shipments and stocks of hardwood lumber for use of Secretary Hoover of the Department of Commerce, Washington, depends entirely upon the attitude of the Department of Justice in connection with this subject. Mr. Hoover wants to make use of the various lumber organizations which are already established as a means of facilitating the gathering of the information which he desires to compile in the interest of the general public as well as the industry itself.

The American Hardwood Manufacturers' Association, however, occupies a rather unique position in the respect that its members identified with the open competition plan are under an injunction restraining them from any and all activities whatsoever under the open competition plan. It was hoped that the Supreme Court would modify this injunction to the extent of allowing the association to compile data regarding sales and stocks of hardwood lumber, but advices received from Washington June 1 indicate that it has declined to take this course, by denying a request for a supersedeas.

In view of the attitude of the Supreme Court, it will be necessary for the Department of Commerce and the Department of Justice to reach some agreement under the terms of which members of the American Hardwood Manufacturers' Association in furnishing this data will be free from any possible charge of violation of the order issued by Judge John E. McCall of Memphis in March, 1920.

This is the status at the present time and it is quite clear that the association cannot proceed with the compilation of this information for Secretary Hoover unless special arrangements are worked out to that end.

John M. Pritchard, secretary-manager of the association, who participated in the conference at Washington between Secretary Hoover and representatives of the lumber industry, is very much impressed with the earnestness of Mr. Hoover in his desire to secure the basic facts of the industry for the benefit of the general public as well as for those engaged therein. According to Mr. Pritchard, Mr. Hoover is anxious to make his department really worth while and this is the main reason back of this movement which he has launched for the gathering of such data. He believes that proper knowledge of stocks, production and shipment will be of very great value to the public and that it will also, at the same time, result in stabilizing business. He points out that the knowledge of the quantity of lumber available and its location will enable the Department of Commerce to assist those who are in the market in placing their orders and in securing their requirements.

It goes without saying that the association is very anxious to co-operate with Secretary Hoover in the movement which he has launched and it is only awaiting advices indicating that the Department of Justice will not consider its furnishing this information to Secretary Hoover as a violation, in any sense, of the injunction now running against the defendants in the open competition plan case.

Lumbermen to Gather Statistics Under Hoover's Auspices

A program whereby the lumber and wood using industry and the public may be regularly advised as to the vital statistics of lumber was launched at a conference held on May 24 between lumbermen and officers of the lumber association and Secretary of Commerce Herbert Hoover, in Washington, D. C. These statistics will cover current prices, stocks on hand, production and shipments.

In opening the conference, Secretary Hoover told the lumberman that stories published to the effect that the Department of Commerce was to take over some of the work done in the past by the Federal Trade Commission and the Department of Justice were wrong.

"What we want to do," said Mr. Hoover, "is to help the industry in every way we can with an adequate statistical service, not only for the lumber industry but for all industries."

M. W. Stark, vice-president and chairman of the statistical committee of the American Hardwood Manufacturers' Association, pledged the aid of his association to the Department of Commerce in its work, as did D. D. Conn of the Shevlin-Carpenter-Clarke Company of Minneapolis, representing the Western Pine Manufacturers' Association and the Northern Pine Manufacturers' Association; W. C. Sherman, president, Georgia-Florida Saw Mill Association; John E. Rhodes, secretary and manager of the Southern Pine Association, New Orleans, and other representatives of hard and soft wood associations.

The National Lumber Manufacturers' Association made the announcement in which it stated that information of this character would be most helpful to the producer as well as the consumer, and continues:

It is significant that if this is the attitude of the Department of Commerce, it is in a measure a reversal of that policy which heretofore has found grave fault with certain activities of the lumber industry which have the same general purposes in view, and these activities are challenged by the Department of Justice and the Federal Trade Commission. If the program is to be carried out, it will place the industry upon the same basis of understanding with the public that now is enjoyed by the other interests which have their marketing facilities and statistics outlets.

A tentative proposal of the Department of Commerce contemplates the assembling of statistical information through the facilities of the National Lumber Manufacturers' Association, and the same machinery will be used, so far as possible, in disseminating that information to the industry and to the public.

Lumbermen told Mr. Hoover that some difficulty might be experienced by the Department of Commerce in obtaining information from thousands of small mills throughout the country who were not members of any association. One of the surprising developments of the conference was the fact that but a small percentage of mills belong to the associations and the associations have great difficulty in securing any information from these members.

The following lumbermen and officers of lumber associations attended the conference:

John E. Rhodes, secretary and manager Southern Pine Association, New Orleans; W. C. Sherman, president, Georgia-Florida Saw Mill Association, Perry, Fla.; C. E. Harrell, secretary-manager, Georgia-Florida Saw Mill Association, Jacksonville; Gilbert L. Hume, president, North Carolina Pine Association, Suffolk, Va.; Vaughn Camp, secretary-manager, North Carolina Pine Association, Norfolk; J. C. Knox, secretary-manager, Michigan Hardwood Manufacturers' Association, Cadillac, Mich.; C. A. Bigelow, Michigan Hardwood Manufacturers' Association, Bay City, Mich.; O. T. Swan, secretary-manager, Northern Hemlock & Hardwood Manufacturers' Association, Oshkosh, Wis.; R. B. Goodman, Northern Hemlock & Hardwood Manufacturers' Association, and treasurer, National Lumber Manufacturers' Association, Marinette, Wis.; J. J. Donovan, Bloedel-Donovan Timber Mills, Seattle, Wash., representing the West Coast Lumbermen's Association; Junius H. Browne, Pacific Lumber Company, New York City, representing the California Redwood Association; Geo. E. Watson, New Orleans, secretary-manager, Southern Cypress Manufacturers' Association; D. D. Conn, Shevlin-Carpenter-Clarke Company, Minneapolis, representing the Western Pine Manufacturers' Association and the Northern Pine Manufacturers' Association; J. M. Pritchard, Memphis, secretary American Hardwood Manufacturers' Association; M. W. Stark, Columbus, O., vice-president and chairman of the statistical committee, American Hardwood Manufacturers' Association; James E. Stark, Memphis, chairman, executive committee, American Hardwood Manufacturers' Association; and F. R. Gadd, manager, statistical department, American Hardwood Manufacturers' Association, Memphis.

News from the National Capital

The Department of Justice will institute action against trade associations which engage in the so called "open price" practices, according to an announcement made by Attorney General Daugherty.

Investigations of many of these associations have been conducted, and while the Attorney General said that it was not the policy to institute a general dragnet, those which are thought to be violators of the law will have proceedings brought against them in the courts. Practices and plans of associations which gather trade information are being inquired into for possible violations of the Federal statutes, the Attorney General explained.

The Hardwood Lumber case, pending in the United States Supreme Court and the Yellow Pine case in St. Louis, are results of proceedings begun under the Wilson administration, the Attorney General said, adding that decisions would be reached soon as to whether action would be begun against another organization for alleged violation of the anti-trust laws.

The policy of the Department, Attorney General Daugherty stated, was to call in the officers of an association which investigation has disclosed to have violated the anti-trust laws and to make an effort to persuade them to discontinue their practices. There was no intention on the part of the Government to attack business associations, he declared, but there was considerable doubt, due to conflicting court decisions, as to how far business men could go in their organizations without violating the laws.

The object of the movement on the part of the Department of Justice, Mr. Daugherty stated, was to have the law definitely determined so that both the government and the business men would know where they stand.

Associations collecting and disseminating trade information co-operated with the Government during the war as a necessity, the Attorney General said, but now the data was distributed among the members, but not given the Government, and it was to be determined whether the acquisition and use of this information might be turned to price-fixing and providing territories to concerns in violation of the law.

Formation of the association he likened in some cases to a spider's web, with no particular part contrary to the law but with the whole put together and focusing down on the spider in the center, resulting in price fixing. In some instances, he said, the distribution of trade information within an industry made for uniformity of prices, which stifled competition and, while there might not be definite agreements, "a wink of the eye and a nod of the head" were sufficient to accomplish the results desired.

The Attorney General said that he had discussed the matter with Secretary Hoover, who is holding a series of conferences with the representatives of the leading industries in an effort to obtain their co-operation in the publication of comprehensive trade statistics by the Government, and that information and advice on the subject had been exchanged.

In connection with Mr. Hoover's proposal for the formation of combinations of exporters to compete in foreign trade with their rivals abroad, Mr. Daugherty said that he thought such organizations could be reconciled with the anti-trust laws as long as there was nothing effected which would cause the fixing of prices in this country.

Immediate Rate Reduction Urged

An immediate reduction in freight rates on lumber from all sections of the country was urged at a joint conference between Railway Executives and lumber manufacturers and consumers, held in Washington on June 2 in the offices of Lincoln Green, vice president of the Southern Railway Company.

Lumbermen from virtually all sections of the country, representing both the hard and soft wood industries, expressed the belief to the railway heads that a reduction in rates on lumber would aid in stimulating business. The lumbermen stated that they had deflated prices, taken their losses and that today they are selling their lumber at or below cost of production.

It was developed at the meeting that over 80 per cent of the hardwood mills of the south, southwestern and Appalachian regions were closed and that owing to the tremendous increases that had become effective on inbound logs and outbound manufactured lumber, these mills would not be able to operate until the freight rates had been adjusted so as to enable them to compete with lumber and substitutes produced at the very doors of the consuming trade. Representatives of the Michigan hardwood territory stated that when the logs they had on hand were manufactured, the mills would close as they could not afford to cut at a continued loss.

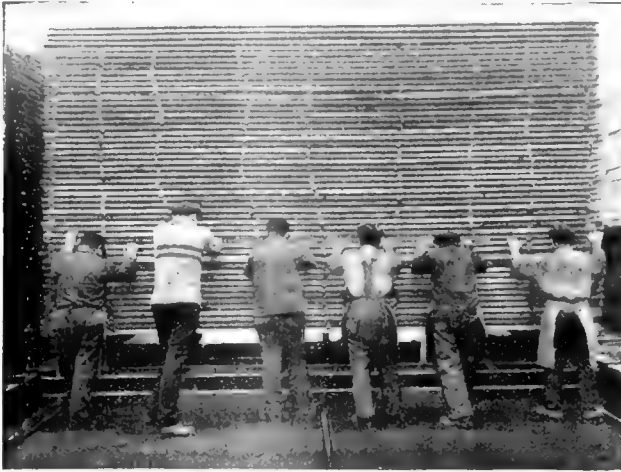
In reply to a direct inquiry from the railroad executives as to how present prices of hardwoods compared with those of 1916, the lumbermen stated that current average prices were in some instances as much as 30 per cent lower than prices prevailing in 1916. A. E. Pope, purchasing agent for Dodge Brothers, Detroit, and E. C. Swift, representing the International Harvester Company, and other large users of hardwood, testified that they were compelled to abandon the use of hardwoods from the south and substitute steel or the lumber produced in the immediate vicinity of their plants. It was also shown that No. 3 common oak, which was selling around \$4 f.o.b. mill, was being burned as fuel wood, which under a railroad readjustment of rates, the mills would be able to ship to the consuming markets. It was shown that in some instances hardwood lumber was paying the railroads over \$75 per day per car for transportation. In other words, the total freight charges on a car of hardwood lumber for the number of days in transportation, averaged about \$75 per day.

The hardwood representatives did not seem adverse to a very high minimum weight, provided they could arrange substantial reduction in their rates.

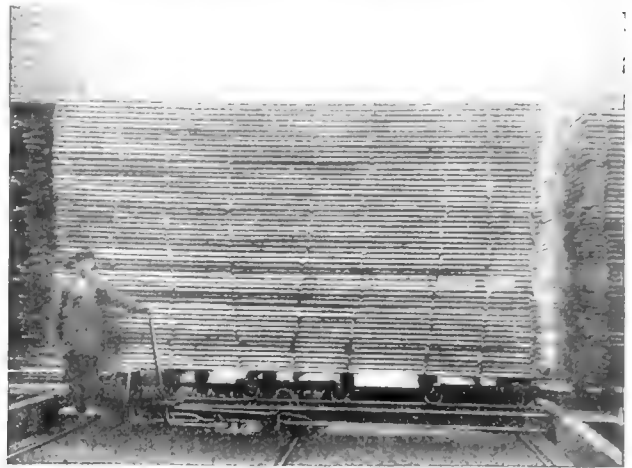
Softwood lumbermen testified that under the present freight rates they were only able to move their highest grades, the cream of the lumber production; that they were forced to sell the lower grades at such prices as would hardly pay for loading into the cars. It is necessary for lumbermen to move all of their product to operate successfully, it was stated. The stocks of low grades are now double what they have been and cannot be absorbed at point of production. The freight alone on low grade redwood boards to eastern territory is \$25, and the mills would have to contribute part of the freight in order to move this product.

To the inquiry from the railroad executives as to how present softwood prices compared with those of 1916, lumbermen stated that the current prices of softwoods were in some instances as low as they were in 1916, and on the average were only 20 to 25 per cent higher. Testimony from all the lumbermen indicated that lumber prices have been reduced to a rock-bottom level.

Some of the carriers indicated a willingness to reduce rates if they could be convinced that increased tonnage would result. The lumbermen could not state that a reduction in lumber rates at this time would result in any considerable increase in tonnage in the immediate future, but asserted the effect of a reduction in rates made at this time would soon be felt. Lumbermen believe that the present level of rates is too burdensome and must be reduced and that the announcement of a reduction at this time would encourage the resumption of buying.



Less O. I. Way



Less Men, etc.

The Pullman One-Man Transfer Truck now to be placed on the market—

All basic patents have now been allowed on this Transfer Car.

Has been under severe test in our own plant FOR 18 MONTHS.

Positively pays its cost in from three to nine months, according to the amount of work it is given. **THIS IS GUARANTEED.**

The car will pull any size load, either cross-piled or end-piled. Built to fit any yard condition or kiln layout that you may now have in operation. Does not take up any more space than any regular hand-power transfer car. Motor and all mechanical parts protected from the weather.

Car is being demonstrated daily.

Send for descriptive circular which gives all details.

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Manufacturers of the Pullman Revolving Seat Bed Davenport
and Pullman Living Room Suites

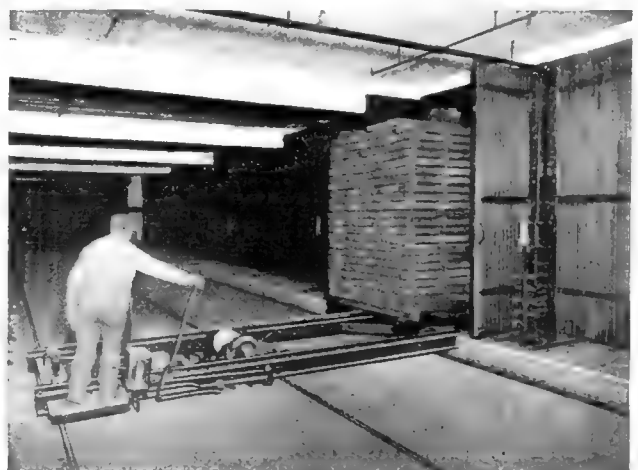
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CHICAGO



Pulling a Loaded Kiln Car on to a Pullman Transfer Car by One Man



Loading or Unloading Kiln by Reversing Motor Only



A New Conservator of Human Labor

It has been said that he who makes "two blades of grass grow where only one grew before" is a benefactor to mankind, and this is true. But it is equally true that he who invents a machine that will enable one man to do the work of two has bestowed a benefaction upon his kind. Man has evolved largely by just this method. Labor-saving machines have done more for civilization than anything else. Education and material comforts could never have come into the possession of vast hordes of the peoples of the world had it not been for these machines, which perform services that otherwise would have to be done by the hands of men. It is true, there was enlightenment, grandeur and wealth in the ancient and middle civilizations, but these riches were possessed only by a favored few, and were created by masses of slaves or feudal retainers. The foundation of these cultures were laid upon the bent backs, the poverty and ignorance of the helot masses. But labor saving machines have disseminated these benefits among millions. The masses are now comparatively free, and if progress in the invention of labor saving devices continues there may come a millennial day when all men will be released from physical toil.

It may strike you that this is a rather pompous manner of approaching a description of a device for carrying lumber. But it is entirely appropriate, for the device in question contributes its quota to that great civilizing process of human-labor conservation. "The Pullman One-Man Transfer Car," which has just been placed on the market by the Pullman Couch Company of Chicago, is a great conservator of labor, being so constructed that one man can do the labor of a dozen or more.

This car was born of experiences in handling lumber from the yard to the dry kilns and from the kilns to the woodworking rooms in the big Chicago plant of the Pullman Couch Company. Before the invention was placed on the market by the owners it was subjected to a severe eighteen-months' test. After it had shown that it could stand up under all the vicissitudes of practical operation its manufacture in quantities was begun.

The following is a description which the owners give of this car:

The Pullman One-Man Transfer Car enables you to handle and transfer lumber from yard to kiln with one man. It offers one of the greatest opportunities for cutting cost of manufacturing today.

The common method of loading lumber and taking it to the kilns is as follows:

The yard foreman has to get all his men together, who are scattered all over the yard. Some are on top of a high pile of lumber; others in lumber cars; others stacking. By the time he has got his crew of six to eight men together a great deal of time is lost. Then they start tugging and pushing at the loaded kiln car to get it on the transfer car. In the winter it is often necessary to first clean away the snow and ice before the men are able to move the car, and then oftentimes it is necessary to send to the mill or elsewhere for additional help. Finally, the car is moved on to the transfer car and then started on its way to the dry kiln, which is always a slow drawn-out operation. Eventually they get the car in front of dry kiln. Again the positions of the men are changed to start the loaded kiln car into the kiln. The men dislike this job on account of it being so dangerous, due to the kilns not having any floors in them. In many cases it takes as long as four hours to charge a single kiln and about the same length of time to unload one. This is a primitive method—nothing but a waste of time and money.

The old way of loading a kiln car is a bulky, heavy and risky proposition. The number of men required makes it a costly operation. When anything goes wrong, as frequently happens owing to the nature of the work, the crew of men is kept waiting until the trouble is remedied. Again, because of the nature of the work, both in the yard and in the kilns, there is the element of danger to be considered.

The Pullman One-Man Transfer Car actually pays its cost in from three to nine months, according to the amount of work it is given. This is guaranteed! After its cost has been saved it begins to pay dividends.

By the use of this car one man can take a loaded kiln car of lumber from your yard, to and from your dry kiln, and to dry storage and out again, into the machine room, to anywhere to and from the yard, in about one-third of the time now required by six to eight men. The car will pull any size load, either cross-piled or end-piled.

This is cumbersome, difficult and a dangerous task. As the kilns have no floors, because of the radiation unit being below, there is always the danger of men falling into the pit.

The old method employed for removing the loaded kiln cars from the kiln is an awkward and oftentimes difficult one. With the Pullman One-Man Transfer Car the operator simply "hooks on" to the loaded car and pulls it on to the transfer car. If he is loading the kiln he runs the drum in reverse rotation and pulls or pushes the load into the kiln.

The Pullman car is so designed and constructed so that any kind of labor can operate it safely. No training or technical knowledge is required. It is "fool-proof."

The mechanical parts are made rigid and with ample strength—can stand all kinds of abuse. There are but few moving parts, so there is practically nothing to get out of order.

The Pullman car does not take up any more space than any regular hand-power transfer car.

The mechanical parts are all contained within the frame of the car,

(Continued on page 33)



The Old Way



The New Way

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*The Leading Producing & Distributing Market
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Names

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The Vanishing Upper Grades

The producers and buyers of southern hardwood lumber throughout the country will no doubt be amazed at the facts revealed in the adjoining table of production prepared by May Brothers, Memphis, Tenn. It has long been known that the percentage of firsts and seconds grade cut hardwood logs was suffering a serious decline. Manufacturers of hardwood lumber have been poignantly aware of this, because it sat upon their ledgers like an incubus, depressing their profits and sending their cost of operation higher and higher. Buyers have also been aware of the steadily increasing shortage of FAS lumber, because of the growing difficulty of filling their requirements. Of late, while there has been a considerable accumulation of the lower grades, at no time during the period of "non-buying" has there been a noticeable accumulation of FAS. In fact, there has been, and is now, an actual scarcity, in spite of the relatively slack demand.

Thus it appears that every one concerned has been made to feel this situation, but no doubt none realized that it was as serious as May Brothers' figures show it to be. Because of the general lament over the shrinking percentages of FAS, few thought of the additional fact that a like decline was taking place in the money-making species, such as white oak, red oak, ash, cottonwood and poplar, with at the same time an alarming increase in the percentage of elm, sycamore, maple, hackberry and other secondary southern hardwoods. You will note in reading the table that in 1908 to 1913 there was practically no gum in the run of timber, but by 1919 and 1920, 43.8 per cent of the product of the mill has become gum, 40 per cent of which is plain sap No. 2 common and better, which can not be sold today for more than cost.

Note all along the line the heavy decline in the percentage of FAS and the corresponding increase of No. 2 common and lower

grades. Then remember that hardly 50 per cent of the stock credited to No. 3 common will grade as No. 3 common.

In the years 1908 to 1910, 54.3 per cent of the output of the mill was FAS, while in 1919 and 1920 only 15.7 per cent out of a total cut of 44,490,197 feet was FAS.

Accompanying this decline in the percentages of the money-making grades and items of southern hardwood lumber, which in itself was burden enough to bow the back of any industry, there has been a steady pyramiding of freight rates. This pressure has been brought to bear from two sides. For instance, the average freight rate on logs hauled to the May Brothers' mill in 1908 was \$3 per thousand feet whereas the current rate is \$7 per thousand. This is in addition to the several heavy increases in rates on the finished product, increases which the manufacturer of hardwood lumber must absorb when marketing his product under the conditions now prevailing. Thus while the percentage of FAS grade in southern hardwood lumber shipments was shrinking from 54.3 per cent to 15.7 per cent of the cut of the log, freight rates advanced 50 or 75 per cent. It is hardly necessary to point out the glaring injustice of a rising freight rate on a commodity declining in value.

In submitting this table to Hardwood Record, May Brothers directed attention to the fact that the decline in upper grades in the cut of small mills, which represent the majority of production, has undoubtedly been greater than the shrinkage at their operation. The smaller mills do not have as good nor as large stands of timber to draw from and manifestly their cutting methods are not as efficient as those of an organization the size of May Brothers. Consequently they would produce a relatively larger percentage of low grade stock per log.

Startling Shrinkage in Percentages of Money-Making Species and Grades of Southern Hardwoods Revealed

Total and Percentage.....	349,949	3.5	403,008	1.9	125,629	.4	100,238	.3	18,700	.1	118,938	.2	997,524
ELM													
No. 2 Common and Better.....			86,100		257,979		940,001						
No. 1 Common and Better.....					788,153		10,125		1,582,677		2,087,177		
FAS.....			8,374		18,721				276,176		276,176		
No. 1 Common.....	202		4,710		35,319		10,494						
No. 2 Common.....	11,858		802		152,286		182,294		199,387		330,287		

(Continued from page 30)

making the power units very compact, yet all parts are easily accessible for adjustment. All gears run in oil and are made of best quality steel, carefully heat-treated.

The motor and all mechanical parts are protected from the weather. It is possible to operate this car in rainy or zero weather.

Either direct or alternating, single or 3-phase, current can be used.

Current can be supplied to the car by a three-finger collector system, by overhead trolley, or by extension cable. In our own plant we use the extension cable. In 18 months of service we have not had one moment's trouble or one dollar's worth of repair to either the cable or the drum.

The Pullman car can be built to meet any requirements, regardless of how shallow the transfer runway may be. It can be designed to fit any yard condition or kiln layout that you now have in operation. It accommodates kilns where lumber is piled lengthwise or cross-piled.

In our own plant, where the car has been in daily use for over a year and a half, we have so far not had an expenditure of a single dollar for repairs. It has supplanted six to seven men. At the current wages in our plant it is a simple matter to figure in how short a period of time the saving of wages will pay for the car.

This invention represents progress, and as such should be deeply appreciated by all members of the hardwood lumber and wood-working industries.

Strangers Three

Pessimist and Optimist met one day and they began to discuss the merits of their respective philosophies.

"Everything that is isn't," said Pessimist. "Nothing can be set to rights."

Optimist replied, "You are wrong, friend: everything that isn't is. From nothing everything was created. For everything wrong there is a remedy."

Then Pessimist challenged him: "Come, let us take the open road together; we will see what we shall see."

They had hardly started before they were overtaken by a stranger. His face had no trace of bitterness. Pessimist felt indifferent toward him. He was very silent; no inviting smile illumined his countenance. Optimist felt no attraction toward him. But he seemed civil enough, so they invited him to join their philosophic walk.

The three were only an hour or so on the road when they came upon a car, stalled in a ditch.

"That fellow will never get that car out of that ditch in this forsaken place," said Pessimist.

"Oh," replied Optimist, "he will get clear all right. Some farmer with a team will be along by and by."

They turned to their new companion for his opinion, but in the same moment they saw him get down and under the car. They watched him for some minutes. Soon he rose, covered with the dirt of the road. He said to the owner of the car, "Friend, if you will get in and take the wheel I'll shove from behind, and I think you will pull out all right." In a few seconds the car started off. The willing stranger began to dust off his clothes with his palms. Then it occurred to the two philosophers to ask his name, for hitherto they were unaware of his cognomen.

"Friends, my name is Peptimist. I am by occupation a doer. What is not, I cause to be. What is wrong, I right. My tools are thought and action." (Barron's.)

Clubs and Associations

Townshend Expects Early Adjustment of Rates

"I feel very sanguine that there will be an early readjustment in freight rates on hardwood lumber and forest products as a result of the conference held at Washington last Thursday with executives of the principal railways in the United States, and that we will know by the latter part of the current week just what we are to receive, in the way of lower rates, from the executives who took part in this conference."

This is the statement made today by J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, who returned Sunday



AMONG the added values back of every shipment of Long-Bell products is exacting supervision of manufacture in thoroughly modern mills; unusual uniformity of grading; individual attention to orders; shipping supervision to prevent damage; large and diversified stocks; prompt shipments; and, very important, the name of the manufacturer branded upon the product to show the buyer he is receiving, without question, these added values.

The Long-Bell Lumber Company
RA LONG BUILDING Lumbermen since 1873 KANSAS CITY, MO.

Oak, Gum, Poplar, Ash and Elm Lumber;
 Southern Pine Lumber and Timbers; Creosoted
 Lumber, Timbers, Posts, Poles, Piling, Ties,
 Wood Blocks; California White Pine, Sash and
 Doors, Standardized Woodwork; Oak Flooring.



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

CHICAGO OFFICE
N. S. JOHNSON
39 W. ADAMS ST.

GRAND RAPIDS
GEO. A. BAKER
HOTEL CODY

MAHOGANY

OFFICES AND WAREHOUSES
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



morning from Washington, where he took a leading part in the discussion involving lower rates on hardwood lumber and forest products.

We asked the executives for a withdrawal of the entire advances under Ex. Parte 74 on lumber moving to consuming destinations in the United States and also on logs moving to milling points. We made our appeal just as strong and just as direct as possible and, as already suggested, I am sanguine over the outcome.

"If the executives do not grant us relief, we are prepared to file immediately informal complaint with the Interstate Commerce Commission, through which we will seek what the executives failed to concede. We anticipate that in the event it becomes necessary to file this informal complaint, we will be able to secure a ruling from the commission in time to insure lower rates by July 1."

Those who participated in the conference, in addition to Mr. Townshend, were: S. M. Nickey, president of the association; J. V. Norman, general counsel; C. A. New, assistant secretary; C. E. Bell and W. E. Weakley, Ritter Lumber Company; George C. Ehemann, George C. Ehemann & Co., Memphis, general chairman of the conference committee named by President Nickey; C. H. Sherrill, Sherrill Hardwood Lumber Company, Maryland; L. H. E. Swift, International Harvester Company, and Mr. Pope, representing Dodge Brothers, Detroit, Mich.

Baltimoreans Skip Quarterly

The quarterly meeting of the Baltimore Lumber Exchange, which was to have been held June 6 at the Merchants' Club has been called off for the reason that there is really no business to come before the organization. Such matters as claimed attention at all were looked after by the Managing Committee at its session in the afternoon, and as for the trade situation generally, nothing has developed that would call for the consideration of the larger body. This is the first time in many years that a quarterly has been passed, these gatherings having been scheduled even during the war period. W. Hunter Edwards, president of the Exchange, presided at the meeting of the Managing Committee.

Chicago Tournament Set for June 21

The fifteenth annual tournament of the Lumbermen's Golf Association of Chicago will be held at Beverly Country Club, Tuesday, June 21, rain or shine.

The list of prizes will contain as many as last year. Every prize is well worth having. The members can play all day—have luncheon at the club—and at night a big dinner and entertainment will be given, followed by the awarding of the prizes, which is the best part. The dinner and entertainment are free to the members.

Memphis Supports Valley Association

The Lumbermen's Club of Memphis, at its last semi-monthly luncheon for the summer season, held at the Hotel Gayoso, Saturday, May 28, appropriated \$300 for use of the Mississippi Valley Waterways' Association. A quota of \$1,500 was assigned to Memphis and the club was one of five Memphis organizations to put up \$300 each.

Resolutions were unanimously adopted asking Congress for aid for disabled soldiers, sailors and marines.

It was announced that W. H. Dick, vice-president Tallahatchie Lumber Company, had been named director of the club in the Memphis Chamber of Commerce for the ensuing year.

J. H. Townshend, secretary-manager Southern Hardwood Traffic Association, and chairman of the traffic committee of the club, gave a brief report of his conferences in Washington with representatives of the carriers and members of the Interstate Commerce Commission, dealing with the question of readjustment of rates on forest products. Mr. Townshend was very guarded in his remarks and asked that nothing be said in the trade press regarding what had been accomplished beyond the mere statement that progress is being made.

Wallace R. Reid, manager of the Memphis Hardwood Flooring Company, was elected an active member. One application for membership was filed.

J. H. Hines, president of the club, expressed the hope that business conditions would be materially improved by the time the club resumed its sessions this fall. He intimated that the situation showed betterment as compared with the recent average, and talked in a rather optimistic vein.

Philadelphia Exchange Committees

Amos Y. Leshner, president of the Philadelphia Lumbermen's Exchange, has appointed the following committees to serve until April, 1922:

Legislation: Franklin A. Smith, Jr., chairman, Franklin A. Smith & Son; David Baird, Jr., David Baird Company, Camden, N. J.; R. Wyatt Wistar, Wistar, Underhill & Nixon; Charles B. Pearson, Joseph T. Pearson & Son Company; Fred W. Rockwell, Pennsylvania Door & Sash Company.

Railroads and Transportation: Edwin D. Wood, chairman, Camp Manufacturing Company; Thomas Philip Hammer, Thomas B. Hammer; George Kyle; William N. Lawton, W. M. Lawton Lumber Company; James A. Richardson, Geissel & Richardson.

Office and Entertainment: Frank K. Gillingham, chairman, Gillingham Company; Wood Robinson, Miller, Robinson & Company; Fred A. Beuson, The Swenk-Benson Company; J. A. Finley, J. A. Finley Lumber Company; Joseph P. Comegys, Barker-Bond Lumber Company.

Membership: William C. McBride, chairman, The Haney-White Company; J. E. Troth, J. S. Kent Company; James Carnwath, Pennsylvania Box & Lumber Company; C. C. Coolbaugh, C. C. Coolbaugh & Son Company; Ralph Souder, Hallowell & Sons.

Grand Rapids May Stabilize Prices

Exhibitors at July Furniture Market Expected to Offer Stocks at Figures Which Will Reflect New Economic Status; Concourse of Buyers Is Expected

By Staff Correspondent

Ellis Gimbel, who will some day be the head of the House of Gimbel, is a very keen and far sighted young business man. He has absolutely proved that in the last five months. He came to the January furniture market, making his first visit to the Grand Rapids exposition. Immediately he gave out an interview in which he said:

"The furniture manufacturers have not yet reduced their prices enough. They have made a cut of an average of 20 per cent. That is not enough. We want to buy furniture but we cannot until the manufacturers reduce their prices low enough to make their product attractive alongside other merchandise. For instance, when on one floor of our stores we offer silks at a 50 per cent reduction and something else at 40 per cent, we can't tempt a purchaser with furniture which is reduced but 20 per cent. I don't want any manufacturer to sell me a piece of furniture lower than at a price which will give him a reasonable profit, but I am sure the furniture men have not yet cut as low as they could and must if they are to sell their products."

The interview which Mr. Gimbel gave out was somewhat lengthy but this was the gist of it. Its publication almost made furniture manufacturers in the market have hemorrhages. They insisted they had reached the rock bottom level and that to cut another penny in price would be to sell below cost. They left no stone unturned all through the three weeks of the market to hold the prices where they were. But Mr. Gimbel was right and the manufacturers now confess it.

Before the January market was over at least two large manufacturers made further cuts in prices and thereby brought down upon themselves the wrath of all the rest. But as soon as the market was over and the salesmen took the road, all the prices tumbled and they tumbled in such a fashion as to bring something near to demoralization to the furniture business.

That period has now passed, however. The July market will open June 27 and that date will find furniture on display with cuts as high as 20 and 25 per cent below the so-called "rock bottom" prices of January. Manufacturers admit now that they had not cut their prices sufficiently in January. They admit now that during the two years immediately following the war when for the first time in the history of their industry they had enjoyed some real seller's markets and some real profits that they had acquired a taste for the sweets of life which they were loth to let go of and consequently did not reduce their prices as low as they might have and should in order to stimulate the business and at the same time to stabilize it.

Prices That Will Stabilize

But the prices which will prevail in the midsummer market will be so low and the values offered will be so real that the market will at least be stabilized whether it is brisk or not. The manufacturer is right now out after business. Many of them during the period immediately following the war entered upon large expansions. Some built entirely new factories and most of them installed a lot of new machinery and reorganized their production departments to more economically turn out merchandise. Some of them had not completed all their work before the slump in the furniture business came a year ago and the result was that some of them found themselves in deep water while most of them found it highly desirable to keep the plants in operation and to dispose of the product.

The result of this has been that the furniture manufacturer has decided to move his product on a much smaller margin of profit

than he had been taking during the two years previous and this determination when added to the economies in production brought about by the expansions and new equipment has made it possible for him to reduce his prices for the mid-summer market to a point that when suggested by Mr. Gimbel in January all but caused hysterics.

One other feature that has served to stabilize the furniture prices at the lower levels is the lumber situation. Most of the manufacturers have now worked off the greater part of their large stocks of high priced lumber and are now using that which was bought after the lumber market went to pieces. Those that have not worked off all their old stocks have at least charged it off, accepted their losses and are counting it in at the prevailing prices rather than at the price actually paid for it.

And again where six months ago an actual shortage of furniture production prevailed, today there is an overplus if anything and competition is keen. Two years ago, right at the time when the tremendous demand for furniture resulted in a riot on the market, many factories were still tied up with war contracts or had not been reorganized following the making of war material. Many more factories had heard the siren voice of the talking machine concern and had quit the furniture business to engage in the making of talking machine cabinets. The war business has all been done away with now and the talking machine business has fallen so flat that there is no demand for cabinets now from furniture factories. The result is that many of the old familiar furniture companies which have been out of the market for the last four or five seasons are back in it now and all have goods to dispose of. The demand on the part of the householder has fallen and the production has increased. The result is as always, the supply exceeds the demand and the prices have been forced to come down.

Shortage of June Spaces

The result of this great desire on the part of furniture manufacturers to sell their product is that when the Grand Rapids market opens here June 27 there will be on display the largest number of lines ever shown here. Indeed a considerable number of old established lines that during the mad rush of 18 months ago sold up for a year or two ahead and gave up their spaces in the exposition buildings are now unable to find spaces and consequently are not able to show although particularly anxious to do so. Some of these lines are among the highest class in the business, but every building is sold up to capacity and some lines have even taken space in stores, leasing the windows for the display of their furniture during the four weeks of the market.

Every indication, too, is that the largest number of buyers who ever came to the market will register during these four weeks. What they are going to do after they get here is another question, but they are coming at any rate. The indications are, too, that there will be a considerable generosity in buying. Particularly is this true among the Easterners. Business conditions in the East seem to have improved more rapidly than elsewhere, and since March 1 the furniture business in that section has been increasingly good. Most of the dealers there have disposed of their big and high priced stocks, having cut the prices to the bone, offered real bargains and cleaned up. They are now in need of merchandise, but have been content to lead a hand to mouth existence, buying only enough to keep them going and waiting for the July market when they have hoped to find conditions improved, prices more stable and when, too, they will be able to get the new pat-

terns with which the furniture industry is right now being revolutionized.

In the Middle West where the automobile industry controls so largely, conditions are not so good and less is expected from the dealers of this section than from the East. For a time when it was announced almost daily that the automobile industry was picking up, it was expected that general conditions would improve and the furniture business along with it. But the automobile business took another slump and things are still at something like a standstill.

In the agricultural states what with the drop in the prices of all farm products, especially wheat and pork, the furniture business has been poor and heavy buying from this section is hardly to be hoped for.

The south is flat. Last year's cotton crop not only remains unsold but is mortgaged to the limit and the dealer down there is unable to sell the furniture stock he already has, so who could expect him to buy more?

But in spite of all these conditions the manufacturers look for a steady, conservative and wise buying in the July market. They do not expect and indeed do not hope for any such conditions as broke upon them two years ago. They have fairly well cleaned up their old stocks and old patterns and are out with new furniture in new designs and expect businesslike, safe and sane buying during the coming six months. They are urging this, too, because they honestly expect that business conditions will have greatly improved before the holidays and they hope the dealers will have a fair stock on hand in order that there may be no flood of orders for quick delivery a little later in the season.

Opinions of Manufacturers

The following excerpts from letters of manufacturers I have received give a pretty fair indication of what conditions are and

what may be expected—at least what the manufacturers expect:

This from a big southern manufacturer: "Business with us during January and February was very slow, but since then we have succeeded in closing out all of our old patterns and now have the factories running at a fair rate of speed on new goods. We shall have a complete new line in the Grand Rapids market. We don't expect to get rich at the July market. From what I can find out there is going to be a large number of buyers there and while we expect to do more business than in January, we are quite sure it will not be necessary to hang out any 'Sold Up' sign."

This from one of the biggest commission men on the market: "Business is only fair—a little better in the East than in the Central West. However, we find we can give away quite a little merchandise when we find ourselves in a philanthropic mood. We believe, however, that prices will be pretty well stabilized at the Grand Rapids market."

An eastern manufacturer writes this: "Business has indeed been very poor this spring, although we had our full share of it, but this is not saying much."

This comes from an old Michigan manufacturer: "Of course we can only guess about the July market, but I am convinced it will see prices at the bottom and that the retailers will accept that fact as a fact and be willing to buy what little they need at the prices quoted. We do not expect to do any cut throat pricing."

A Wisconsin manufacturer writes: "This company has not been complaining this season, as we have been kept moderately busy since the first of March and business seems to improve each week. We are very strongly in hopes that the July market will show up nicely."

These quotations are from manufacturers who keep very closely in touch with conditions everywhere and ought to be a fair barometer of what the July market will show.

Next Evansville Market in August

The second semi-annual furniture and stove market to be given under the auspices of the Evansville Furniture Manufacturers' Association at Evansville, Ind., will be given on August 29 to September 3, according to an announcement made a few days ago. Advertising in the leading trade journals of the United States will start at once. The manufacturers are greatly enthused over the coming market and believe it will bring many buyers and visitors to Evansville. The first market of the Evansville manufacturers was held in April and the manufacturers at Evansville say that a poorer time could not have been selected for that market owing to the bad business conditions that existed all over the country at that time. Now things have picked up a great deal and in the opinion of the manufacturers conditions are going to continue to get better. The personnel of the executive committee of the Evansville Furniture Manufacturers' Association that will have the work of arranging the details of the September market will be the same as it was during the April market. The members of the committee are as follows: Edwin F. Karges, the Karges Furniture Company, chairman; Gilbert H. Bosse, the Imperial Desk Company; Sol Reese, the Midland Furniture Company; Henry W. Goebel, the Klammer-Goebel Furniture Company, and Clarence H. Noelting, the Faultless Caster Company. It is expected that more out-of-town buyers and visitors will attend the second market than the first one. "Buyers who attended the show in April, carried home the word to other buyers who had never before thought of purchasing furniture and stoves in Evansville," said Gilbert H. Bosse. "The men who came last time will be back next time and they will bring others with them." Buyers came to the April market from twenty-two states in the United States and from towns in Canada, Mexico and Cuba. The sales at the April market amounted to something over \$100,000. The Evansville manufacturers are planning things on a much larger scale for the next market.

Evansville Opens Southern Depot

The first of several contemplated distributing houses for furniture made in Evansville, Ind., has been opened at Dallas, Texas. Harry Schu, secretary and treasurer of the Crescent and U. S. Furniture Companies; Oscar A. Klammer, head of four Evansville factories, and Henry J. Rusche, of the Specialty Furniture Company, returned a few days ago from Dallas after completing arrangements for the organization of the new center. F. L. Schumpert, who has represented Evansville furniture firms in Dallas, will have charge of the center. The men interested in the enterprise are O. A. Klammer, Klammer factories, president; Henry J. Rusche, Specialty Furniture Company, vice-president; Harry Schu, Crescent and U. S. factories; William M. Elles, of the Evansville Desk Company; William A. Koch, of the Evansville Metal Bed Company; Henry C. Menke, of the Indiana Furniture Company; G. E. Marstall, of the Marstall Furniture Company at Henderson, Ky., F. L. Schumpert and F. L. Schumpert, Jr. The center was opened for the accommodation of dealers in southern territory, according to Harry Schu. The furniture will be shipped to the warehouse in Dallas and dealers in furniture will then order through Dallas. A similar center in Minneapolis and Cleveland is contemplated in the near future. The new company is known as the F. L. Schumpert Company and it has been capitalized at \$20,000.

Benjamin Bosse, mayor of Evansville, president of the Globe-Bosse-World Furniture Company and the Imperial Desk Company, also connected with several other large manufacturing concerns of that city, returned a few days ago from a business trip to St. Louis. Mayor Bosse believes that the general business conditions of the country are growing better day by day and that it is only a question of time until trade will be booming again.



Two Generations of Honest Business

have resulted in the upbuilding of a veneer and lumber organization which we now feel many buyers may be interested in. The history of this business, which during forty years has been producing a line of highgrade Oak Veneers, Hardwood and Yellow Pine Lumber is inseparably linked with the best traditions of the famous hardwood operations of Indiana. Its facilities pictured herewith are a monument to successful and honest business. These facilities have been sufficiently expanded so that we are now pleased to announce to the consuming trade our ability to handle the business of a few more discriminating buyers. This announcement is especially directed to those who will appreciate relations with a producing organization which long since earned its reputation for strictly reliable product and service.

F. M. BACHMAN COMPANY
INDIANAPOLIS, INDIANA



The Madison Laboratory on Casein Glues

Manufacture, Preparation and Application of These Glues Are Described in the Light of the Latest Experience and Scientific Research

One of the many direct results of the war has been the introduction of casein glues into the wood working industries of this country. Previously they had been used in Europe to a limited extent in book binding and cabinet work, but their production on a large scale was unknown. In the United States the use of casein glues is more recent and their development has been more rapid than in Europe. At the beginning of 1918 only one plant in this country was manufacturing a water-resistant casein glue. With our entrance into the war, the demand of the Army and Navy for water-proof plywood enormously increased the production so that by the latter part of 1918 four different companies were manufacturing casein water-resistant glues and the Forest Products Laboratory had developed several formulas for making them from the casein.

Types of Casein Glues

There are in general two types of casein glues which for convenience may be designated as prepared glues and wet mix glues. In the former, the glue components are mixed dry; while in the latter, the ingredients are added separately and at different times during the mixing process. Casein glues on the market are of the dry mix type; that is, they are prepared and shipped ready to add to water. The Forest Products Laboratory has done a large amount of work in developing casein glues and some of the best formulas are of the wet mix type.

Manufacture of Casein

The principal constituent of all casein glues is casein, a product obtained from milk. When milk sours naturally, casein is precipitated and appears as "curd." When produced in this way it is known as self-soured or natural soured casein. Other acids may be added to the milk to precipitate the casein, the principal ones being used are hydrochloric (muriatic) and sulphuric. Rennet is also used to some extent as a precipitating agent.

The usual steps in the production of casein are: (1) removal of fat in the form of cream from the milk which is usually accomplished by means of a separator, (2) precipitation of the casein, (3) washing to remove the acid and other impurities, (4) drying, and (5) grinding to a powder. The care used in these various steps of manufacture has a large effect upon the glue making properties of the casein.

The principal requirements of casein to make it desirable for glue making are (1) that the percentage of impurities such as acid, moisture and fat must be small, (2) freedom from sour odors, (3) clearness and uniformity of color; and, (4) fineness of particles. By grinding a casein to fine particles a minimum of time is required in the mixing and a more uniform glue is obtained. A casein ground to pass through a screen of from 50 to 60 meshes to the inch will give good results.

Manufacture of Glue

To produce glue, casein is mixed with other ingredients, the chief of which are lime and water. These three constituents alone will give a glue of good water-resistant properties but of short life. Other ingredients are, therefore, added to increase the working life and the water resistance and improve the other qualities of the glue. Caustic soda, sodium fluoride and sodium silicate are used in patented formulas. They all lengthen the life of the glue and sodium fluoride probably gives the glue antiseptic properties. Still other ingredients are added to give the glue some particularly desired property. Oils are usually added to the dry mix glue to prevent disting in handling the glue. Formulas vary therefore, not only with reference to materials used, but as to the proportions of different ingredients.

Several formulas for mixing casein glues have been developed

at the Forest Products Laboratory. One of the best of these, with a discussion of the method of mixing and a description of materials required, follows:

GLUE No. 4-A¹

Formula

100 parts casein
130 to 280 parts water
soak 15 minutes
15-22 parts hydrated powdered lime
90 parts water

70 parts silicate of soda

Method of Mixing

The proper quantity of water is introduced into the glue pot and the mixing blade is brought into action at a speed corresponding to about 50 or 60 revolutions per minute. The stirring is allowed to continue during the addition of the casein to the water and for a few minutes thereafter until the mixture becomes mush-like in consistency, through the absorption of the free water by the casein; the blade is then stopped and the mixture allowed to soak.

After a period of fifteen minutes the soaking is considered complete and the mixing blade is again brought into action. The lime water mixture is now added and two or three minutes later the liquid silicate of soda is introduced.

The mixing is allowed to continue for twenty minutes to one-half hour after the addition of the silicate of soda, whereupon a smooth, freely flowing mixture of uniform texture and free from lumps should obtain.

Usually some actual experience in the mixing of this glue is necessary before satisfactory results can be expected, and it is rather advisable to have a new operator witness an actual demonstration. This is due to the fact that no precise quantity of water can be prescribed, because of the variation in the water absorbing qualities of different caseins. The criterion of whether or not the proper quantity of soaking water has been added is the viscosity of the finished (mixed) glue. If its consistency is too thin an excess of water beyond that required has been used, and it is best to reject the batch and try again. Similarly, if the consistency is too thick and heavy an insufficient quantity of water has been used. The water required for various types of casein lies in the following ranges:

Lactic acid casein 130 to 170 parts water
Sulphuric acid casein }
Hydrochloric acid casein { 170 to 220 parts water
Rennet casein 280 parts water

Description of Materials

Casein.—It is essential that the casein be of a reasonably pure grade, carefully manufactured, free from offensive odors, objectionable color, such as dark yellow or dirty color, and low in fat, and free acid. It should be fine enough to pass through a 60-mesh sieve.

Lime.—A high calcium lime gives satisfactory results but limes containing a relatively large amount of magnesia can be used if a sufficient quantity is taken to give the required calcium hydroxide content. It can be prepared for use by adding just enough water

¹U. S. Patent No. 1,291,396 on this process has been granted to Samuel Buttermann of the Forest Products Laboratory and assigned to the United States Government.

(Continued on page 48)

Some Reasons why Wood Mosaic Quality is Consistently High



SPECIALLY DESIGNED DRY KILNS WITH
500,000 FEET MONTHLY CAPACITY



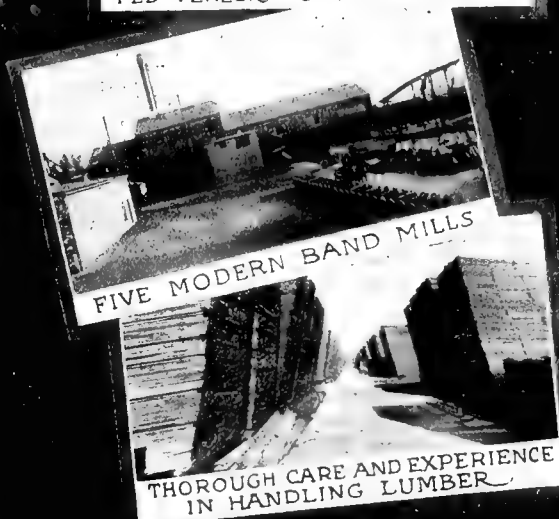
THE MOST PERFECT POSSIBLE
VENEER DRYING EQUIPMENT



A LOG SUPPLY SELECTED BY
20 EXPERIENCED BUYERS



PERFECTLY BALANCED AND EQUIP-
PED VENEER CUTTING PLANTS.



FIVE MODERN BAND MILLS

THOROUGH CARE AND EXPERIENCE
IN HANDLING LUMBER

An organization complete in all details is a guarantee of correct product if properly operated.

Some organizations grow haphazard, expanding here and there at random and making impossible a co-ordinated whole. The operations of the Wood-Mosaic Company function with precision because every step has been part of a well-conceived plan. The basic thought is a plant for each type of production. Thus, every foot of Wood-Mosaic hardwood lumber and veneers in walnut, oak and poplar is produced in a plant designed especially for the manufacture of each class of product.

This holds from the logs, which are the careful selection of a trained corps of twenty timber buyers, through the final operations of handling the manufactured product, special equipment having been provided for each unit of manufacture so that the lumber and veneer product may be always correctly dried and further prepared for consumer's use. We solicit the opportunity of demonstrating the value to you of such an organization.

WOOD-MOSAIC COMPANY

(Incorporated)

LOUISVILLE, KENTUCKY

Chicago Representative:

GEO. W. STONEMAN & CO., 845 W. Erie St.

Grand Rapids Representative

HECTOR ROBERTSON, 232 Lyon St., N.W.

WOOD-MOSAIC CO., INC., LOUISVILLE, KY.

Many Executives Overlook Equipment Needs

By "Traveller."

Andrew Carnegie, in his autobiography, says: "It is surprising how few men appreciate the enormous dividends derivable from investment in their own business. There is scarcely a manufacturer in the world who has not in his work some machinery that should be thrown out and replaced by improved appliances; or who does not for the want of additional machinery or new methods lose more than sufficient to pay the largest dividend obtainable by investment beyond his own domain. And yet most business men whom I have known invest in bank shares and in far away enterprises while the true gold mine lies right in their own factories."

I think every plant executive should have this paragraph printed in large type and framed over his desk, for undoubtedly a great many of them entirely overlook the necessity of replacing their machinery periodically with newer and more up-to-date types. If anyone doubts this statement all he has to do to prove it is to make a trip across the country and visit a number of plants.

The writer recently visited the plant of a piano company whose instruments are well and favorably known. He expected to see something up-to-the-minute in a piano factory but was very much disappointed. The manager of the company, who is also president, was at the factory at the time and took me in hand to show me through the plant.

He took me through the various departments, showing me their

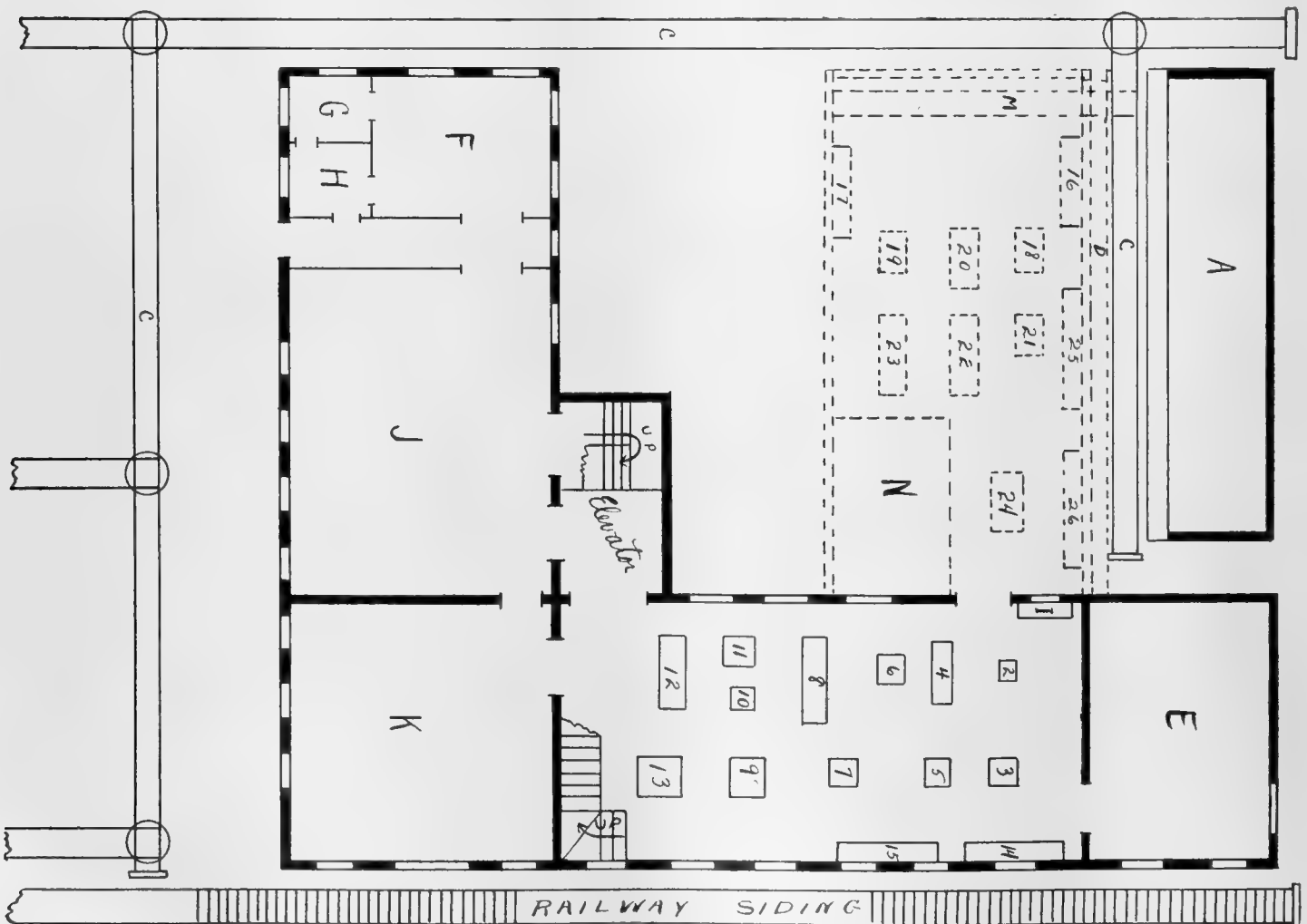
pianos in course of construction and pointing out their superior features. When the inspection was finished and we were seated in his office he asked what I thought of their plant. I asked him if he wanted my candid opinion. He looked rather surprised and then answered yes. "Well then," I said, "your plant is just about twenty-five years behind the times. With the exception of a veneer jointer, a taping machine, Whitney surfacer and a couple of belt sanders, practically your entire machine equipment should be written off and replaced with modern machinery."

In the course of our conversation before going through the plant this executive said that a year ago, when business was better than it is now, they were unable to fill their orders. He wanted to increase their production to about four thousand pianos a year, their normal output being about twenty-five hundred. And, judging from his remarks to me, he was not at all pleased with his organization when they failed to produce this number.

My criticism of his machine equipment hurt him, as he is a man who thinks there is nothing about him or his institution to find fault with. He seemed disposed to argue the matter, but before he could get an argument started I suggested that we go back over the plant and I would point out the most obvious defects.

The first thing I called his attention to was the hopelessly inadequate size of his machine room. I showed him where one

(Continued on page 42)



An Efficiency Arrangement of Woodworking Equipment



Our plant is backed by a tremendous supply of select timber. The barge above carries 100,000 feet of hard wood lumber, and destined for our mills.

Veneers and Plywood

In stock sizes—also according to specifications.
Walnut, Mahogany, Quartered and Plain Oak,
Gum, Birch, Ash, Plain or figured Yellow
Pine, Cottonwood, Sycamore and other woods.

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880
ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years

Many Executives Overlook Equipment Needs

(Continued from page 40)

part of the lower floor that was set aside for assembling backs was as large as his entire machine room. I pointed out to him that if his machine foreman was turning out stock for twenty-five hundred pianos a year in that machine room with the limited space and old machinery, he deserved a special vote of thanks from the directors.

Discussing Machines

Starting where the lumber entered the factory (see accompanying plan), the first machine I discussed with him was No. 2, an old band rip saw which was probably used for cutting out the lumber for Noah's Ark. This machine was supplemented by a hand-feed rip saw No. 3. This is the equipment they were ripping up their stock with as it came from the swing saw. The rip saw was an iron frame machine with a wood top and had outlived its usefulness.

From here the material passed to the planes Nos. 6 and 7. As I have said, one of these was a practically new Whitney 36" single surfacer. The other was an old-timer that was eating its head off in the amount of time that had to be spent on it making adjustments and coaxing it to function.

The glue jointer, No. 12, was of a similar vintage. No doubt most readers are acquainted, either by actual experience or hearsay, with that type of machine where one clamps the stock in a traveling carriage which runs over the cutters and then returns. That is the breed it belonged to.

Another antiquated machine they had was a power-stroke mortiser. A mortiser is a machine one does not often see in a piano factory. But if it is necessary to have one, it should be a modern one, either of the chain or hollow-chisel type. In this case the machine they had could have been profitably replaced by a chain mortiser.

From the machine room we went to the case room on the second floor. The first thing we saw on entering this department was an old double cut-off saw that they were using for cutting their tops, top doors, bottom doors, falls, etc., to length on. The operator was fiddling around trying a square on a top door he had just cut. It was about an eighth of an inch out of square. I pointed out to the management that a double cut-off saw that would always cut square, instead of requiring a lot of tinkering to adjust it properly, should replace this machine, and that it would pay for itself in a short time.

Other Plants Just as Bad

I have picked out and commented on the most outstanding misfits in this plant, and in case any reader has gained the impression from what I have written that none of the operations were conducted on an efficient basis, I hasten to correct this impression. Some of their methods were deserving of much credit. This plant is not by any means alone in having equipment that requires replacing. I venture to say there are dozens of plants in various parts of the country where machines the same as I have described, or similar, are in use.

The operations and machines deserving of favorable mention having been duly commented upon, the manager and I returned to the office. Naturally, he asked for a solution of his difficulties, and this I gave him to the best of my ability. The accompanying plan shows the changes suggested. The addition to his plant which I recommended is shown in dotted lines, while the existing building is indicated by the solid lines.

The letters on the plan indicate: A, dry kiln; B, platform on loading side of kiln; C, transfer tracks; D, platform for proposed new wing; E, power plant; F, general offices; G & H, private offices; I, public entrance hallway; J, storeroom for finished pianos; K, shipping room; L, door through which lumber is brought from dry kilns to cut-off saw.

The numbers indicate: 1, swing cut-off saw; 2, band rip saw; 3, hand-feed rip saw; 4, buzz planer; 5, band saw; 6, cabinet planer;

7, cabinet planer; 8, sticker; 9, shaper; 10, stroke mortiser; 11, jigsaw; 12, return feed glue jointer; 13, three-drum sander; 14, wood-turning lathe; 15, back knife lathe.

This is a very poor arrangement, as a glance at the plan will show. For instance, all stock to be glued up must be trucked to the basement via the elevator shown and then, of course, returned to the machine room for planing, etc.

Let us look now at that part of the plan drawn in dotted lines. M is the transfer track for the cars of lumber to be switched into the machine room convenient to the swing saws; N is the space set aside for gluing joints. This department is not partitioned off but is located as far away as possible from the door where the lumber enters so the gluing operations will not be interfered with when the door is open. The equipment for this department would consist of a Billstrom or some similar type of glue clamp carrier and an edge gluing machine.

Nos. 16 and 17 are swing saws; 18 and 19 are chain-feed rip saws of the latest and most approved design; 20 is a buzz planer; 21, cabinet surfacer; 22, sticker; 23, continuous-feed glue jointer; 24, cabinet surfacer; 25 and 26, band wood-turning lathe and back-knife lathe.

Arrange for Trucking Space

The balance of the machinery, such as band saw, shaper (I suggested adding another of each of these), mortiser, jigsaw, sander, etc., would remain in the old part of the machine room, but would be rearranged to give ample trucking space around each machine and to avoid any doubling back of stock.

The swing saws, 16 and 17, can both be used for cutting up stock that is to be edge glued if necessary, and so can both rip saws. If only one unit is required on this work it would be preferable to use the one nearest the gluing department, leaving the other one to cut up stock for mouldings or turnings.

The buzz planer is placed between the two rip saws and beside the sticker to be handy for facing off stock to be run through the latter. The surfacer, 21, can be used for the rougher and odd planing, while 24 will dress the stock that comes from the glue presses. The continuous feed glue jointer (which, by the way, is to supplant the old return feed machine mentioned earlier in our article) is located between the power feed rip and the glue department. This is a convenient place for it.

It will be seen that the hand-feed rip saw is consigned to the scrap heap and modern power-feed saws recommended in its place. The glue jointer, too, is scheduled to go.

With this addition to the plant and the suggested changes in equipment, this plant would be in a fair way to be classed as up-to-date. I would have recommended replacing the three-drum sander with an endless bed machine, but I did not want to get myself disliked too much.

The manager has these proposed changes under serious consideration, and I learn from his foreman that he will undoubtedly put some of them into effect. I think he will from now on give a good deal of attention to his machine equipment. Let us hope so.

Mr. Carnegie, who became many times a millionaire in the business he built up, surely knew what he was talking about. With his statement before them and a description of this piano factory which I chose as an example, some plant executives who have concentrated all of their attention on the office end of their business may learn something herefrom that will put them on the road to earn dividends.

New Office Furniture Company

The Cincinnati Office Furniture Manufacturing Company, a new corporation which is about to apply for its charter, will locate at 1515 and 1517 West Sixth street, Cincinnati, O. The company has taken a ten-year lease on the building at this location.



***K**NOWLEDGE and honesty are the tap roots to healthy business. Knowledge teaches us to make better goods more cheaply. Honesty will pass that benefit on to others—to you. That knowledge which can create more efficiently and cheaply can produce for the buyer to better advantage. Hoffman Brothers hardwoods are traditionally the product of knowledge. For more than a half century we have operated (on one spot) consistently in advance of progress. During each year since the first log was turned the advantage of knowing how to make good lumber at low cost has been honestly passed on to our customers. Knowledge and honesty are the foundations of our business. They will be reflected in every foot of Northern-grown hardwood lumber you buy from us.*

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK **183** (Reg. U. S. Pat. Off.)

Our progress has been made possible because the majority of the glue using trade was alive to the opportunity of PERKINS QUALITY and PERKINS SERVICE.

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and enforced by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and Gen. Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, INDIANA

Veneer and Panel Men Face Important Program

The regular semi-annual meeting of the National Veneer & Panel Manufacturers' Association will be held at the Auditorium Hotel, Chicago, on Tuesday and Wednesday, June 14 and 15.

The first day will be devoted to a general session and the second day will be given over to separate group meetings of plywood manufacturers, rotary veneer manufacturers, and figured veneer manufacturers.

The officers of the Association have proceeded upon the theory that the members desire this meeting to be the means by which each may learn what the industry is doing in the different sections of the country. Little veneer or plywood is moving and it is in times like these that it behooves manufacturers to get together and compare notes and analyze conditions and learn what the other fellow is doing.

It has been the custom of the National Veneer & Panel Manufacturers' Association to have one talk by a big business man of national reputation who will state business facts and make a business man's diagnosis of the industry's ailment and suggest general rules of conduct for its improvement. This custom will be followed and one of the biggest men in Chicago will address the meeting on Tuesday morning.

J. F. Hirt, of the Forest Products Engineering Company, Chicago, will address the association on the subject "Controlling Moisture in Lumber and Veneer." Under this title he will discuss the preparation of logs for the lathe, conditioning lumber for core stock and the principal causes of waste in plywood manufacture.

Since grading rules for veneers of all kinds were last adopted by the National Veneer & Panel Manufacturers' Association, conditions have changed greatly. Good logs have become more difficult to obtain and the grades of a few years ago are impossible now. For this reason, President Horne has appointed a grading

rules committee to submit to this meeting such changes as may be necessary in the rules for the inspection of veneer and plywood. When the rules have been finally passed upon at this meeting, they will be printed for general distribution and it is hoped that every manufacturer will be on hand to give the benefit of his counsel and advice in making the new grading rules exactly what they should be.

There will be reports upon log conditions and conditions of the industry generally from men located in each of the different sections of the country.

There will be a report of the trade extension committee which was appointed at the December meeting. This committee, and particularly Geo. O. Worland, who has had in charge the advertising end of the committee's work, has done an immense amount of work preparatory to an intensive trade extension campaign, and a detailed report and recommendation will be made at the meeting.

Since the December meeting, the traffic committee of the association has determined that a complaint should be filed with the Interstate Commerce Commission to require the railroads to put into effect the findings of the Interstate Commerce Commission in old Docket No. 8131, which followed a most detailed investigation of the rates and classifications upon lumber and lumber products. If these findings can be made effective, it will result in a very substantial saving to all veneer and plywood manufacturers and users. The traffic committee will report the steps it has taken and the result it hopes to accomplish.

On Tuesday evening there will be the usual association dinner. The officers have not yet announced whether this dinner will be held down town or out at one of the country clubs near Chicago.

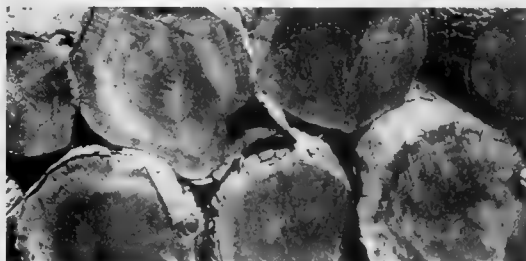
Every member of the Association is, of course, expected to be represented and every manufacturer of veneer and plywood whether a member of the Association or not will be most welcome.



Random view of our million foot pile of clean, fresh walnut logs.



Select walnut logs twenty-four inches and up in diameter for thick stock and special requirements.



Note that our logs are sound and free from ring shakes.



One Million Feet of strictly high-grade walnut logs.

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Located for forty years in the center of the richest walnut region in America, our entire effort has always been to operate as honestly as nature grew the logs we use. A truly clean reputation for quality product has been built through constant personal attention to the selection of logs and the manufacturing and marketing of the out-put. Langton American walnut has long been the ideal American walnut lumber and dimension stock, to the discriminating furniture and interior finish manufacturers to whom we cater exclusively.

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Rotary Cut Northern Veneers

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Maple Flooring
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FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

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Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

YOU WILL not appreciate the Mengelgrade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

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and
Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

Minority Stockholders Sue

Suit has been filed in the Ohio Supreme Court at Columbus by Laura A. Krell and Albert Krell and others representing minority stockholders in the Krell Piano Company, seeking to set aside the sale of the assets of the Krell Piano Company by Lawrence Maxwell, who sold the assets of the company to the Werner Industries Company of which he was the principal owner. Mr. Maxwell also was the owner of the majority of the stock in the Krell Piano Company and it is alleged in the petition that he took advantage of the plaintiffs in negotiating the sale, and refused to allow the holders of common stock to vote on the question of the sale. Attorney Maxwell, against whom Laura Krell filed her suit in the Cincinnati Superior Court, won in that court and in the Court of Appeals which held there was no fraud in Mr. Maxwell's actions and that the stock for which the Krell Company stock was exchanged was worth par at the time and was equal in value to that of the Krell stock.

Indianapolis Furniture Factories

Recent figures show seventeen furniture factories in Indianapolis manufacturing sufficient varieties to completely furnish a home. The factories this year will have an annual retail value of \$19,000,000. Fourteen woodworking plants, two mattress factories and one spring company compose the industry here. Hoosier oak is used in a large part of the products, as is also walnut and mahogany. Furniture for the sun parlor, the living room, dining room and period products, and in addition over-stuffed furniture and other varieties compose the line. Wood furniture for the office, bank and school rooms are manufactured, the figures show. One hundred trains of thirty-five cars each will be required to haul the Indianapolis made furniture products to the retail markets. More than 3,000 men and women are employed in the factories.

Meetings of Table and Bench Makers Scheduled

Programs for the thirteenth mass conference of the National Association of Piano Bench and Stool Manufacturers' association and of the sixth mass meeting of the Association of Living Room Table Manufacturers have been sent out to the members by M. Wulpi, commissioner. The former organization will meet at the Hotel Clifton, Niagara, Canada, June 9 and 10, and the living room table makers will assemble in Chicago at the Auditorium Hotel, June 14.

The meetings have been called for the purpose of taking stock of present conditions in the respective industries, determining policies, discussing costs and receiving reports of various kinds from committees and technical experts. At the piano bench and stool manufacturers' meeting, E. B. Ash, chairman of the Valuation Commission, will make a report, showing present costs and conditions with recommendations. Delegate C. G. Booth will report on the annual meeting of the Chamber of Commerce of the United States.

Among the reports that will be made to the living room table manufacturers are the following:

Report and recommendations from the valuation commission by George B. Wilson, chairman.

Condition in furniture rates and classification, by C. S. Bather of Furniture Traffic Association.

Expert observation on production and costs in a living room table factory, J. L. Maltby, cost engineer.

Secure Big Export Order

The Fay & Egan Company, manufacturers of woodworking machinery, received two of the largest export orders in its history last week. One was from the Mexican Government and the other from Australia. The company, which employs 800 men, has started on full time operation.

SUFFICIENCY

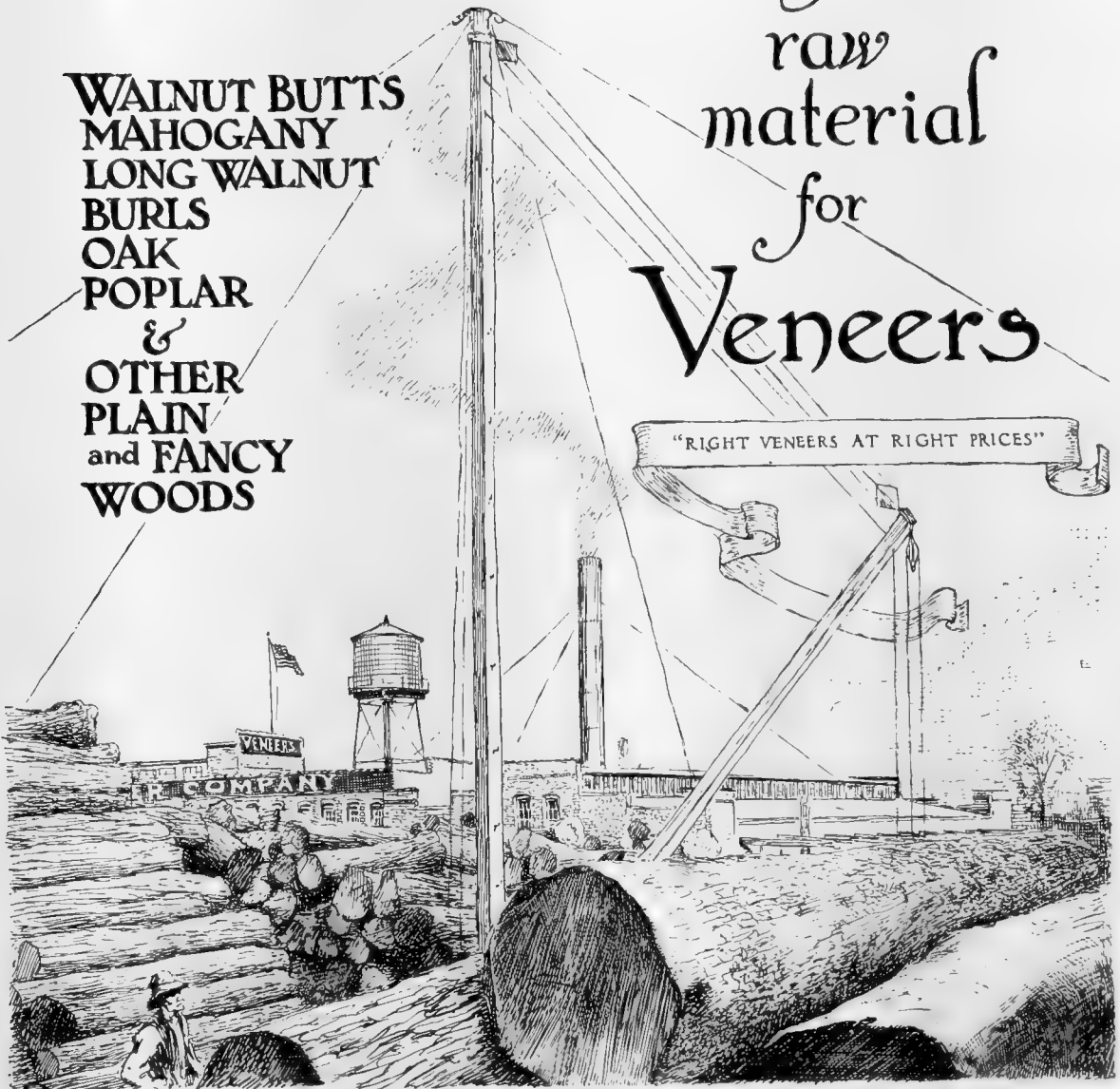


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MILLS - BALTIMORE, MD.

THE WILLIAMSON VENEER CO.

SALES - BRANCHES:

N.YORK 709 SIXTH AVE. • HIGH POINT • JAMESTOWN • 28 E. JACKSON BOULEVARD, CHICAGO.

The Madison Laboratory on Casein Glues

(Continued from page 38)

to fresh quick lime to cause it to slake to a powder. It should then be made fine enough to pass entirely through a 60-mesh sieve. Commercial powdered hydrated limes are also suitable.

Silicate of Soda.—The silicate of soda is in liquid form and corresponds to the grade which appears on the market for preserving eggs or for adhesive purposes. The various samples which have given satisfactory results at this Laboratory have had analyses included within the following ranges:

Specific gravity	1.38	to	1.42
Density (Baumé scale)	40.31°	to	42.96°
Sodium oxide	9.38%	to	9.88%
Silica	31.41%	to	32.38%

This formula as stated gives a glue of considerable water resistance. It has formed the basis for a large part of the later experimental work on casein glues at the Forest Products Laboratory. Modifying the proportions of materials and the addition of still other components give glues of very desirable qualities. The degree of water-resistance and the workable life of the glue after mixing can be greatly varied. This property of the wet mix glues, namely the variation of the components to attain glues of desired qualities is one of the chief advantages over the dry mix type. The dry mix glues on the other hand require less technical knowledge on the part of the user than do the wet mix type.

Prepared Casein Glues

Commercial casein water-resistant glues are of the dry mix type of which there are at present four on the market. They are made by secret formulas and the details of their method of manufacture are not public. Directions for mixing these glues are furnished by the manufacturers and should generally be followed by the user. The principal points to be observed in the mixing of prepared casein glues are:

1. A thorough mixing of the dry glue from each or all containers before adding to the water. This is advisable due to segregation of ingredients of different specific gravities which may occur during shipment from the factory to the consuming plant. Sifting is not advisable, as it may remove from the glue some essential component.

2. Proportions of glue and water should always be weighed, and not measured.

3. The glue should be added slowly to the water, accompanied by vigorous agitation in order to avoid a lumpy mixture.

4. After the glue is well mixed into the water the stirring should continue more slowly until all particles are thoroughly dissolved and the glue appears of a smooth, creamy consistency.

5. The desired consistency of the glue should be attained during the mixing and no attempt should be made to thin the glue should it become too thick in use. It should be mixed only as fast as it can be used in the proper condition.

The proportions of dry glue and water should in general be used as directed by the manufacturer. However, the exact proportions will vary with (1) different glues, (2) different shipments of the same glue and (3) the kind of work for which the glue is to be used. Only average proportions can be stipulated by the manufacturer, and the operator, in order to obtain satisfactory consistencies, may find it necessary at times to vary from the average proportions specified.

Type of Mixer

The ordinary type of mixers used for animal and vegetable glues are not well adapted for casein glues. The prime requisites for a mixer for these glues are (1) rapid agitation and preferably different speeds of the paddle, (2) a glue pot that can be readily cleaned—preferably one that can be detached from the machine itself and (3) a glue pot of metal that will not corrode under the action of alkali. The mixing pot should not be of brass, copper,

or aluminum, as the alkali usually present in casein glues will attack these metals. No provision need be made for heating as casein glues must not be heated. A type of mixer that has proved satisfactory at the Forest Products Laboratory is a power cake dough mixer used by bakers. The machine has a double acting paddle and may be operated at three different speeds. Some glue manufacturers have devised inexpensive machines which do good work and which embody the essential points of thorough agitation and ease of cleaning the mixing bowl.

Application of Glue

Casein glue may be applied to the wood either by hand or a machine spreader. In applying by hand, a wire brush or a metal scraper gives good results. If desired the glue may be prepared of proper consistency to spread on irregular joints with a bristle brush. The ordinary corrugated roll type of machine spreader gives good results. Enough glue should be spread to cover both surfaces of the joint and a small amount should squeeze out from the joints when pressure is applied.

The working life of casein glues varies considerably from a few to many hours. A glue of moderate consistency should stand at least for four or five hours, and glues may be made which will last for many hours. The fitness of a glue for use should be judged by its consistency, and, ordinarily, as long as it can be uniformly spread, a good glue will give good results. The time that may elapse between the spreading of the glue to the wood and the pressing will depend upon several factors, chief of which are: (1) moisture content of wood, (2) consistency of glue, (3) kind of wood, (4) quantity of glue applied, and (5) temperature of the wood and glue. The time should be correspondingly reduced if the wood is of an open porous nature and of a low moisture content, or if a thin spread or a thick, heavy glue is used. A high temperature causes the moisture to disappear more rapidly from the glue layer and also hastens the setting of the glue. In general the pressure should be applied while the glue is yet in a wet condition in order to obtain contact between the uncoated wood and the glue layer. If the glue becomes too thick, poor contact will result. In most cases, if pressure is applied within ten to fifteen minutes good results will be obtained. Under other condition a longer time may elapse.

Pressure

Sufficient pressure should be applied to bring the layers of wood into close contact with the glue. A pressure of 100 to 150 pounds per square inch is usually considered ample. This will necessarily vary with the consistency of the glue and the character of material being joined. Greater pressures are necessary for irregular surfaced material and thick glue mixtures than with the opposite conditions. The time under pressure may vary from a half hour to a much longer period. Good joints have been obtained by pressing for only one-half hour. A longer period will probably give better and more uniform results. Where it is convenient retaining in clamps over night is advisable.

After the material is removed from the press, it should preferably be allowed to condition before being finished. The time required for conditioning will depend upon the size of the stock, the moisture content of material before gluing, the condition under which it is seasoned and the requirements of the finished product. A uniform moisture content of approximately what is desired in the final piece should prevail in the material before it is put through the finishing process.

Storage of Casein Glues

Dry casein and casein glues will keep for a long time if stored under proper conditions. When bought in large quantities they

(Continued on page 50)



American Walnut Properly Manufactured

*OUR KANSAS CITY MILL
PICTURED ABOVE IS CON-
CEDED TO BE A MODEL
PLANT FOR THE MANU-
FACTURE OF WALNUT.*

Correct manufacture depends, to a great extent, on manufacturing facilities. Our equipment throughout is selected and designed to enable us to furnish a superior product to the trade. Careful selection of logs, a modern and efficient plant, backed by years of experience and careful attention to each detail of production, all are reflected in the high quality of our lumber. Prompt shipment of any grade or thickness. Guaranteed inspection.

FRANK PURCELL WALNUT LUMBER CO.
MILLS, FACTORY AND OFFICES **KANSAS CITY, KANSAS**

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS WALNUT."



"The Cabinet-wood Superlative."

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS WALNUT."

WALNUT—"THROUGH and THROUGH"

PUBLIC INTEREST in genuine American Walnut furniture—"Walnut Through and Through"—is rapidly increasing, due to the beauty and exceptional qualities of this historically superior cabinet-wood.

This Association is constantly receiving evidence of this from many sources.

Information of this sort provides a Valuable Guide to profitable business for the makers and distributors of fine furniture—doesn't it?

Our National advertising—extended and strengthened
—is carrying to the consumer this message:

"BE SURE YOUR WALNUT IS WALNUT."

THE AMERICAN WALNUT MANUFACTURERS' ASSOCIATION
ROOM 1024 616 SOUTH MICHIGAN BOULEVARD CHICAGO



(Continued from page 48)

should be stored in a cool dry place as excessive moisture and high temperatures cause deterioration.

Strength and Water-Resistance

Casein glues when properly mixed and applied have good strength and water-resistant properties. These qualities are well demonstrated by the tests imposed on plywood manufacture for use in airplanes. To be accepted, samples were required to show no separation of the plies after boiling in water for eight hours or soaking in cold water for ten days. For shearing strength in plywood the requirements were at least 150 pounds per square inch, but most of the plywood tested at the Forest Products Laboratory showed values considerably higher than this minimum requirement. Tested wet after several days soaking casein glues commonly have from 20 to 40 per cent of their dry plywood shear strength. If, however, the glue is redried after being soaked the original strength of the glue is very largely recovered.

As a joint glue casein is as strong as the wood of our common species. Tested on blocks of maple with the grain running in the same direction, shearing strengths are commonly obtained ranging from 2,000 to 2,500 pounds per square inch with a large percentage of failures in the wood. The progress which is being made in developing new formulas and improving the methods of manufacture is constantly increasing the strength and water resistance which can reasonably be demanded of casein glue.

Retired Furniture Man Dies

Word has been received of the death of Julius Joseph, age seventy, a retired furniture manufacturer of Shelbyville, Ind., after a short illness, at his home on May 26. Mr. Joseph was born in Germany but went to Shelbyville more than forty years ago and established a manufacturing furniture company, of which he was

head until a few years ago. A widow, two sisters, and one brother, survive.

New Italian Process for Fabricating Bent-Wood Furniture

An approved system of manufacturing bent-wood products produced by an inventor in Naples is reported by Consul Byington, of that city. The system is said to be used extensively in Czechoslovakia, and is now in use by a firm in Naples which was engaged during the war in manufacturing wood parts for airplanes and is now making bent-wood products of various sorts. It is claimed that by this process 25 pieces can be handled at one time and delivered fully dried and ready for use in final form in two hours.

Wilke Joins Williamson Veneer

The Williamson Veneer Company, Baltimore, Md., announces an addition to its selling force which will undoubtedly be interesting to the trade. H. F. Wilke of Chicago was for many years associated in a selling capacity for George W. Stoneman & Co., of Chicago. One of the most valued lines of veneers handled by the Stoneman company was that of the Williamson Veneer Company, with which stock Mr. Wilke was personally very closely associated. With the establishment of direct sales offices six or eight months ago, the Williamson product is now being marketed in the middlewestern territory through its Chicago office, 28 East Jackson boulevard. Thus in associating himself with the Williamson company, which move has just been announced, Mr. Wilke really returns to his old love and places himself in position to capitalize on his long experience in handling the Williamson product.

Mr. Wilke will be one of the middlewestern representatives, being associated in this territory with R. J. Cavanaugh and C. S. Connor.

"Finest"

1903-1921

TOPS, PANELS AND OTHER PLYWOOD*ALSO****HIGH GRADE FLUSH DOORS***

Quality is produced by using the best materials, scientific construction, modern equipment and careful attention to details.

Capacity—Our plant is recognized as one of the biggest of its kind in the country. We are fully equipped to make anything you want in plywood and give you prompt service on your requirements.

Experience—We have been making plywood for many years and careful training has brought the efficiency of our help to the highest standard.

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.



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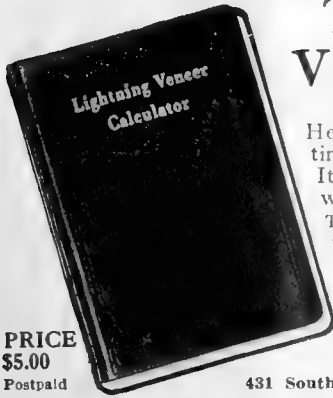
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Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.



The Lightning Veneer Calculator

Will Pay for Itself in a Day

Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

ORDER A COPY NOW

and eliminate the unnecessary, complicated and cumbersome work of calculating veneers.

PRICE
\$5.00
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AMERICAN LUMBERMAN
431 South Dearborn Street CHICAGO

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Plywood & Veneer

We Make Panels to Your Dimensions in Any Thickness or Wood.

ALSO

Carry Stock Size Panels for 1 and 2 Panel Doors, Wainscoting, Cabinet Work, Drawer Bottoms and Case Backs, for Immediate Shipment.

WRITE FOR COMPLETE PRICE LIST

Birch Veneer

1/20 inch—1/16 inch—1/8 inch

ONE CRATE OR A CARLOAD

GEO. L. WAETJEN & CO.
MILWAUKEE, WISCONSIN

"CASCO"

WATERPROOF GLUE

MIXED COLD — USED COLD

Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years
15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



RECEIVING 1/28" Sliced Mahogany Veneer from a Coe Dryer in the plant of the Beece Veneer Company at Kenova, West Virginia.

The COE Dryer

can also dry the thickest veneers with equal facility. All kinds and thicknesses of veneers are being dried on them daily, with the most gratifying results. This can be verified by correspondence with the users of this machine.

It is noted for: Its satisfactory service; Its labor saving; The high quality of its product

THE COE MANUFACTURING COMPANY
We build all the machinery for a Veneer Plant. PAINESVILLE, O., U.S.A.

*In readjusting prices
don't overlook quality.*

*With our large capacity
we can meet prices.*

*With our long experience
we maintain quality.*

EVANSVILLE LINE ———

Quartered Oak

Sliced Walnut

Figured Red Gum

Plain White Oak

Rotary Cut Gum

THE
Evansville Veneer Co.

MANUFACTURERS OF

VENEERS.

EVANSVILLE, IND.





HIGH HUMIDITY DRY KILN



Wellington Piano Case Co., Leominster, Mass., making the highest grade cases. Battery of 5 kilns recently installed making a total of 11 Sturtevant kilns.

"THE KILN WITH THE CIRCULATION YOU CAN UNDERSTAND"

B. F. STURTEVANT COMPANY, HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga.

Boston, Mass.

Chicago, Ill.

New York, N. Y.

Philadelphia, Pa.

Rochester, N. Y.

Seattle, Wash.

San Francisco, Calif.

Credit Bureau: Thomas R. Marshall, chairman, Elwood Allen Lumber Company; Edward A. J. Evans, William M. Lloyd Company; Edward B. Humphreys, H. Humphreys & Company; Amos D. Kennedy, 3rd, Charles F. Felin & Company; Herbert E. Weitzel, Weitzel Lumber Company.

By-Laws and Rules: Henry R. Coles, chairman, C. B. Coles & Sons; F. W. Aszmann, Joseph J. Arbelo.

Finance: Herbert P. Robinson, chairman, Miller, Robinson & Company; Isaac N. Troth, Henry H. Sheip Manufacturing Company; Frank X. Diebold, Forest Lumber Company.

Forestry: George E. Lippincott, chairman; J. Randall Williams, Jr., Randall Williams Company; Edwin D. Glauser, Stacy G. Glauser & Son, Chester, Pa.

Waterways: George Kyle, chairman, Thomas B. Hammer, Melville G. Wright, Henrico Lumber Company.

Arbitration Committee (elected by Exchange): Wilson H. Lear, chairman; Frederick A. Benson, George F. Craig, George F. Kugler and George E. Lippincott.

northern Wisconsin, and a leader in the development of the Rusk county community, died in a hospital at Minneapolis on May 24 following an operation for gallstones. He was 65 years of age. He made his residence in Rusk county, but maintained offices in Ladysmith for his extensive interests in Rusk county. He was a native of Norway and came to America in 1871, settling in Taylor county. He worked in woods and sawmills, and while still a young man engaged in the manufacture of lumber in a small way, developing one of the largest businesses in the North. Two years ago he turned over the active management of his business to his son, Parcher Ellingson of Hawkins.

Open Cleveland Branch Office

J. M. Attley & Company of Chicago, manufacturers and wholesalers of lumber, have just established a branch office in the city of Cleveland, O., located at 859 Leader-News building. This company makes both pine and hardwood lumber and specializes in interior trim. It is exclusive agent for the Bristol Door & Lumber Company, Bristol, Tenn., distributing their product throughout the central states territory. W. H. Newby is the Cleveland representative of the company.

Buskirk and Heyser to Unite

Announcement has been made by U. B. Buskirk, president of the Buskirk-Rutledge Lumber Company, Cincinnati, that legal steps are being taken to dissolve that company and the W. E. Heyser Lumber Company and that arrangements have practically been completed to organize the Buskirk-Heyser Lumber Company. The new company will be incorporated under the laws of the State of Delaware, with U. B. Buskirk, president and treasurer; W. E. Heyser, vice-president, and O. W. Bennett, secretary. The deal, which is for \$150,000, involves a planing mill and several hundred thousand feet of hardwoods, which the new concern has purchased from the Buskirk-Rutledge Lumber Company, wholesale and manufacturing hardwood dealers. In addition the Buskirk-Heyser Lumber Company has assumed the lease of the lumber yards and office building of the Buskirk-Rutledge Lumber Company at Eighth and Horne avenues, Cincinnati. P. A. Rutledge, secretary and treasurer of the Buskirk-Rutledge company, which has sold its interests to the new corporation, will step out of the lumber business for the present. Later on he may engage in the business, dealing in cigar box lumber. The deal does not include the band mill of the Buskirk-Rutledge Lumber Company at Jellico, Tenn., because that was sold sometime ago. The Buskirk-Heyser Lumber Company will specialize in West Virginia and southern hardwoods and will cater to the consuming trade in the Middle States and the East.

The Mail Bag

New York, N. Y., May 27. Editor Hardwood Record: We want to get a price, delivered New York, on a carload of 4" maple cubes. These are used for special turning purposes and must be clear, free from checks, except from small surface checks. — Co.

B 611—Clear Shorts Wanted

Pittsburgh, Pa., May 23. Editor Hardwood Record: We are using at our Saginaw, Mich., yards clear shorts in oak, birch, gum and poplar in the following sizes: 5 4"x3" and wider x 17" or multiples; 4 4"x3" and wider x 15" and multiples; 5 4"x5 1/2"x12", 13" and 14" long.

— Company.

With the Trade

C. K. Ellingson Dies

C. K. Ellingson, a prominent lumber operator, financier and colonizer of

Manager of Cincinnati Territory



M. D. Troyer

In the "Cincinnati News" column in the May 25 issue *Hardwood Record* published the announcement that the Clyde Iron Works had promoted M. D. Troyer, assistant sales manager, to the management of the Cincinnati office, succeeding W. C. Champion, who had been elevated to the post of sales manager for the Pacific Coast. Following this announcement a photograph of Mr. Troyer came in, and it is published in this issue in order that the trade may see how the new manager looks. Mr. Troyer will have jurisdiction over a territory embracing Ohio, Kentucky, Pennsylvania, Indiana, Virginia, Tennessee, West Vir-

ginia and North Carolina. Formerly he traveled out of Duluth for the company, and he has had a broad experience.

Hardwood News Notes

MISCELLANEOUS

At Barboursville, Ky., the Knox Lumber & Manufacturing Company will make an addition to its operation through the erection of a 30x60 building.

The capital stock of the Carrom Company, Ludington, Mich., has been increased from \$300,000 to \$600,000.

The Darnell Love Lumber Company of Leland, Miss., reports an average weekly shipment of hardwood lumber of about forty five cars.

The Dendy Lumber Company has recently started in the wholesale hardwood and pine business at Pine Hill, Ala.

A new organization at Sanford, N. C., is the Makepeace Box & Lumber Company, capitalized at \$50,000.

The Cornhus Lumber Company of St. Louis, Mo., has opened a branch office at Indianapolis, Ind.

On May 30 the Brookhaven Lumber Company, Hattiesburg, Miss., sustained a fire loss estimated at \$200,000 through the destruction of its plant and yards, including lumber, sawmills and planing mills. Insurance carried partially covered this loss. It has been decided to rebuild.

The interests of Will Rice and Roscoe Dyrbin in the Cynthiana Planing Mill at Cynthiana, Ky., have been sold to J. T. Kenton, who has appointed E. C. Clark as manager.

A new corporation at Burlington, N. C., is the Triple-Tee Furniture Company, capitalized at \$50,000 by Finley L. Williamson and others.

D. N. Edwards with others has incorporated the Texarkana Veneer & Box Company at Texarkana, Tex., capital stock \$10,000.

Hereafter the business of the National Lumber Company will be conducted from Laurel, Miss., in place of Valdosta, Ga., as previously, the office at the latter place having been closed.

F. V. Kuhn, who has been operating at Booneville, Miss., is now connected with S. B. Schwartz & Co., as buyer of southern hardwoods, with headquarters at Memphis, Tenn.

The death is announced of A. K. Hollowell at the age of 76 years, president of the Indiana Veneer & Lumber Company, Indianapolis, Ind., which company has been in business since 1892.

There has been a change in name from the John D. Raab Chair Company, Grand Rapids, Mich., to the Grand Rapids Furniture Shops.

The new planing mill of C. M. Emerson & Co. at Brookville, Fla., is now in operation.

Word is received from New Orleans, La., announcing a donation of \$25,000 to Whitworth College by James Hand, who is vice president of the well known firm of J. S. Owsen Lumber Company, that city.

The Keys-Walker Lumber Company announces the removal of its office from Roanoke, Va., to 1005 Finance building, Philadelphia, Pa. This company is a large manufacturer of hardwoods, having band mills and yards in West Virginia, North Carolina, Virginia.

The Chattanooga Sash & Millwork Company has succeeded the Chattanooga Sash & Door Company at Chattanooga, Tenn.

The Massey Harris Company of Toronto, Ont., has in preparation plans for the erection of a \$250,000 sawmill at Pine Bluff, Ark., it having hardwood contracts in Jefferson County, Arkansas, amounting to \$30,000.

David T. Mason, forest engineer, is sending out announcements to the effect that he has opened an office in the Northwestern Bank building, Portland, Ore.

CHICAGO

A conference bringing together representatives of many of the various interests concerned with forestry problems will be held at Chicago, June 13 and 14, by the National Forestry Policy Committee of the Chamber of Commerce of the United States.

In making this fact public the committee announced that it would seek to obtain every viewpoint before proceeding to formulate a national forestry policy.

"The object of the committee," said D. L. Goodwillie of 651 Otis Building, Chicago, the chairman, "is to study carefully the several economic phases that have to do or should have to do with the promotion of forestry. We have begun under ten headings with sub-committees for each group. The subjects under consideration by the groups are: government regulation, private holdings, individual versus public rights, fire protection and expenditures, acquisition of land, national forestry survey, taxation, utilization of wood and forestry conservation, reforestation, national forests.

"On completion of its work the committee will make a report to the chamber's board of directors. If the recommendations of the committee are considered by the board to be of sufficient national importance the board can order them sent to a referendum vote of the chamber's membership. The results of referenda are laid before Congress and the proper government departments as expressing the views of the chamber.

"This district not only has the bulk of the remaining timber in the United States, but the trees are so large and the stands so dense that logging conditions are vastly different from those of other sections. In justice to the operators of this region as well as to the lumber users of the rest of the country the committee feels that it should make a study on the ground."

Besides Mr. Goodwillie, the chairman, members of the committee are: Charles S. Keith, president Central Coal & Coke Co., Kansas City, Mo.; F. C. Knapp, president Peninsular Lumber Co., Portland, Ore.; George L. Curtis, Curtis Companies, Inc., Clinton, Iowa; John Fletcher, vice-president Fort Dearborn National Bank, Chicago, Ill.; Charles F. Quincey, president Q. & C. Co., New York City; Dr. Henry S. Drinker, Merion Station, Pa.

Dr. Hugh P. Baker, secretary and treasurer American Paper & Pulp Association, New York City.

Harvey N. Shepart, attorney, Boston, Mass.; Junius H. Browne, vice-president Pacific Lumber Co., New York City; W. B. Heinemann, president B. Heinemann Lumber Co., Wausau, Wis.; W. DuB. Brookings, secretary of committee, Chamber of Commerce of the United States, Washington, D. C.

The Tamms Timber Company has been incorporated at Tamms, Ill.

The Pfund Brothers Manufacturing Company has changed its style to the Lincoln Furniture Company, Lincoln, Ill.

The Lumbermen's Association of Chicago is conducting an intensive campaign for 250 new members. Not only local lumbermen will be solicited, but every effort will be made to secure non-resident members and in this way the entire country will be canvassed by S. F. D. Meffley, the secretary manager.

The local prospect will be angled for according to a unique system worked out by Mr. Meffley. Thirty of the present members have been divided into six divisions for the purposes of the plan. The members of each division, beginning with No. 1, will solicit like divisions of prospects by mail. If the first letter fails to land the prospect, he will be solicited by the second division and so on until all six divisions have tried their persuasive powers on him. But it is not anticipated that any prospect will be able to hold out long enough to hear from every division. The divisions that will conduct the campaign are as follows:

Division 1.—Earl Weinstock, William L. Schuppert, Joseph Gorman, Minor E. Betts, C. W. Lawrence.

Division 2.—Charles S. Smith, Fred Burnaby, Rowland S. Utley, Leonard Berg, Fred Klapproth.

Division 3.—J. H. Dion, John S. Hurd, P. S. Fletcher, C. L. Baxter, W. E. Hooper.

Division 4.—T. F. Scanlon, J. J. Anderson, F. D. McMullen, A. Wallerstein, J. L. Lutz.

Division 5.—H. A. Walker, L. W. Tibbets, S. W. Long, S. R. Taxey, G. H. Dekker.

Division 6.—F. M. Baker, A. H. Ruth, Lesh C. Foster, L. J. Pomeroy, A. C. Quixley.

BUFFALO

Buffalo is sending a large delegation to the convention of the National Hardwood Lumber Association at Philadelphia this week and almost every hardwood yard and office here will be represented by at least one member. So far over three or more in attendance.

Robert L. Knudsen, president of the Standard Hardwood Lumber

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

MILLER LUMBER CO.

Marianna, Arkansas

2 River Mills
100,000 feet Daily Capacity



Company, returned recently from a ten-day fishing trip at Temagami, Canada, where as in past years he found good sport.

A new wholesale and retail concern handling a general line of lumber is the Black Rock Lumber Company, which has taken an office in the Fidelity building. The members are William Bernhard, formerly secretary of the Huntington & Finke Company, retailers of this city, and George H. Klies, who was traffic manager of the same company.

Orson E. Yeager has been busy lately making preparations for the cutting of the orphans of the city, which takes place on June 8 at the Buffalo Park. The event is an annual one conducted by the Buffalo Automobile Club, who give the children the time of their lives. Mr. Yeager is chairman of the outing committee and has been appealing to the citizens to furnish automobiles for the occasion.

PHILADELPHIA

Following the discovery of the theft of several thousands of dollars worth of lumber from the yard of Stacy G. Glauser & Son, of Chester, the foreman and three yard workers have been arrested. They are held under bail accused of stealing the hardwood by float during the night.

Governor Sprout has reappointed Gifford Pinchot as forester of the state. Robert Y. Stuart, of Carlisle, is also reappointed as deputy. The Governor also has signed the Quigley bills reorganizing the state department of forestry. These bills give the forester almost autocratic rights in the forests of the state and permit him to take summary measures to prevent forest fires.

Edmund Pennell, a wholesale lumber dealer, died in Ocean City, N. J., June third. His offices were in the Pennsylvania building, this city.

The Harrisburg Chamber of Commerce has made a survey of building conditions in that city and announced that \$3,000,000 worth of construction is held up due to unfavorable building conditions.

Dr. Henry S. Drinker, of Merion, has been appointed the Philadelphia delegate to the meetings of the National Forestry Policy Committee to be held in Chicago, June 13-14.

A fire in the lumber yard of Henry A. Hiner Sons Company, wreckers, caused a loss of \$10,000 worth of hardwoods.

A small fire occurred during the month in the yard of William H. Lear Lumber Company, 979 North Front street. The splendid work of the employees saved the yard and the fire was confined to a few piles.

The New Jersey State Department of Conservation and Development has sent James O. Hazard, a graduate of the Yale Forestry School, to live

on the Wharton tract, located in Atlantic, Burlington and Camden Counties, to develop the timber. The department has issued this bulletin: "Due to frequent fires there are now only five sawmills cutting in this tract. These mills have an average cut per day of 3,000 to 4,000 board feet. Had fires been kept out of the tract today the capacity would be fifteen mills with an annual cut of 3,000,000. The practice of forestry will restore this timber in time and return this valuable industry to the state of New Jersey."

John E. Lloyd, president of the William M. Lloyd Company, has established the Lloyd Foundation. The plan, briefly, is as follows: Each employee is asked to deposit whatever amount he or she desires up to \$1 a week, and for each dollar put in by the employee the company will match it with another dollar. The plan is to operate for 156 weeks. The benefits to the employee are: Insurance against illness, accident and life insurance.

Mr. Lloyd estimates that each employee will receive about \$1.50 for every \$1 put in the fund aside from the insurance features. He has appointed ten trustees, representing equally the management and employees to administer the fund. They are: John E. Lloyd, honorary president; E. M. Pfoister, sales manager, president; John H. Graff, yard foreman, vice president; M. E. Boyer, secretary; Roger E. Bliss, bookkeeper, treasurer; Evelyn A. Rice, assistant treasurer.

PITTSBURGH

A new wholesale lumber concern in Pittsburgh is the Saw Mill Products Company, at 428 Fourth Avenue, whose manager will be Nelson E. Bell, an old time wholesaler of this city. The company will represent the following well known manufacturers: The Raine Andrews Lumber Company of Evenwood, W. Va.; South Texas Lumber Company of Chicago, Ill., and the Hart Wood Lumber Company of Portland, Oregon.

The Napoleon Lumber & Handle Company, at Napoleon, Ohio, had a \$25,000 loss recently in the burning of its plant.

The Allegheny Plate Glass Company has rebuilt its plant at Glassboro, Pa., and is likely to become again one of the leading hardwood buyers in this section.

The Baird & Rees Lumber Company, which started in business a few months ago in the Bessemer building, is coming right to the front and is getting its full share of industrial business.

The Hagerstown Lumber Company has broken ground for a big sash factory at Hagerstown, Md.

The Freighton Foster Lumber Company, of this city, reports considerable

industrial output and a general inquiry in certain lines. Its officials are not at all discouraged over the outlook but they recognize that nothing but persistent effort will get business this summer.

E. H. Shreiner Lumber Co., Inc., now much located in its new offices at 426-427 Park building. Mr. Shreiner is driving hard after the industrial and yard trade in hardwoods.

The Allegheny Lumber Co. reports that there will be quite a spurt in building in the fall, as the lumber trades can be settled this month. Retailers are buying very slowly in all lines, they report, and are giving mixed orders.

J. C. Linahan & Co. reports a specialty of industrial trade and find the market very quiet at present. There is almost no inquiry from the railroads and industrial concerns flowing down in their buying.

Franklin Dickey, secretary of the Pittsburgh Lumbermen's Club, and W. B. Stayer, secretary of the Retail Lumber Dealers Association, of Western Pennsylvania, have convened for the past two weeks helping along the campaign of the contractor and retail lumbermen to reduce the cost of building. A splendid lot of educational matter has been sent out by them and important meetings have been held in different parts of Allegheny County to show how building needs to be reduced in cost.

CLEVELAND

Hardwood lumber men, contractors and who cater particularly to the building industry are awaiting the decision of the arbitration committee. A group composed of individuals not identified with the building trades, a decision which is expected to settle to the satisfaction of employer and employee alike the differences in connection with the late strike of 25,000 building trades operatives. Upon this decision, it is believed, will depend whether building activities for 1921 will go ahead with any degree of seasonable activity.

It was through the efforts of this committee that a truce was arrived at between building trades employers and union operatives, so that the strike was called off after one month's holding up of building operations. All operatives agreed to be back at work on June 6, and with employers, agreed to abide by the decision of the committee in regard to working conditions and wages. The month's' stop of the construction industry here resulted in suspension of operations on \$40,000,000 work, and lost weekly to the employees \$1,500,000 wages.

The committee that will decide how operatives are to work and what wages they are to receive includes pastors, financiers, lawyers and independent association officials.

The strike was the result of an attempt of contractors to cut wages an average of 20 per cent.

Regardless of the outcome of the decision of the committee, it is predicted by Chamber of Commerce officials that legal action will be taken against employers and employees alike on grounds that they are in restraint of trade in refusing to adopt the open shop method of operation. Several efforts were made during the strike to have the American Plan Association principles adopted by the building industry, but without success.

BALTIMORE

The sale by the United States Government of the barge line operated by it between Baltimore and New Bern, N. C., to Bardwell & Cassidy, of the Canal and Transportation Company of New York, announcement of which transaction was made by the Secretary of War on June 2, is of much importance to the lumber trade of Baltimore. Protests against the governmental operation of the line in competition with private enterprise had been numerous and emphatic, and it was in response to these protests that the department disposed of the line. Large quantities of lumber have been shipped over the route since it was established. Just how the sale will affect the lumber trade remains to be seen.

John L. Alcock of John L. Alcock & Company is highly gratified over the outcome of a suit which his firm had brought against the West Virginia Air Craft Company of Wheeling, to enforce payment for four cars of spruce supplied by the Baltimore concern during the war on requisition from the Government. The West Virginia corporation had refused payment on the ground that the lumber did not come up to specifications or requirements. In fact, according to the contention set up by the company, not less than 70 per cent of the spruce was so bad that nothing could be done with it. When the court at Wheeling suggested that some of the lumber be produced in order to settle the question of quality, the officers of the company stated that it had been burned. This brought from the judge some ironical reference to the destruction of evidence, which, he said, left no course possible other than to bring in a verdict for Alcock & Company for the full amount of the claim with interest, which was done. The sum involved was \$9,091.

The Baltimore Lumber Company plans the erection of a four-story mill and warehouse on Central avenue and Watson street, this city, which is about a block away from its present establishment. The latter has become too small for the amount of business to be handled.

The Wishbone Standard Wheel Company of Washington, D. C., has been

chartered with a capital stock of \$600,000 by C. T. Cohoe, C. B. Outten and S. L. Mackey, to engage in the manufacture of wooden wheels.

The R. E. Wood Lumber Company, Continental building, has withdrawn from the Cincinnati Lumbermen's Club because the membership is almost exclusively made up of yellow pine men, its interests, therefore, being outside of those touching the hardwood trade.

CINCINNATI

An appeal was made to the Central Freight Association for a hearing on proposed rates on walnut and cherry logs in carload lots between points in the territory covered by the association was contained in the complaint made by William Lockwood, manager of the Central Lumber Traffic Bureau in Cincinnati, against the present tariffs, which put walnut and cherry logs under a different classification and impose a higher rate on them than applies to other native woods. Mr. Lockwood said that there was no just basis for the placing of walnut and cherry on a higher rating than other kind of wood, and said that this was evidenced by the fact that lumber of all kinds carries the same rate.

Villie B. Kirkpatrick and Newell H. Hargrave of the Kirkpatrick Lumber Company entertained members of the Cincinnati Lumbermen's Golf Association, with a dinner at the Miami Club, following the weekly golf match at the Cincinnati Country Club last week.

W. C. Otte, Jr., traveling representative of the Kirkpatrick Lumber Company, has resigned his position with that concern and joined the sales staff of the M. J. Byrns Lumber Company, which has opened offices in the Union Central Building.

The G. C. Wehrcke Company last week declared a quarterly dividend on the common stock of 1½ per cent. The dividend will be paid on June 10 to stockholders of date May 31.

Fred Mowbray, president of the Mowbray & Robinson Lumber Company, after an absence from the city for several months, which he spent in the south, recovering his health, returned to his office last week looking in good health and grown from the hot rays of the southern sun.

INDIANAPOLIS

An announcement has been made of the formation of a new planing mill at Delphi, Ind., which expects to begin operations within a short time. The officers of the company are: J. W. Acheson, president; Earl Thompson, secretary-treasurer, and Caesar Margowski and Kenner Stewart, directors.

The Johnston Motor Wheel Company at South Bend, Ind., which is in the hands of a receiver, following financial difficulties, was authorized for sale recently in the St. Joseph Superior Court.

Scott P. Matthews of the Southern Lumber & Export Company filed suit recently in Superior Court 3 against Kingan & Co. here, asking \$75,000 for failure to carry out the terms of a contract for lumber contracted for by Kingan & Co. He alleges that 600,000 feet of lumber was contracted for, but that a dispute arose over the grade after a part of the order had been sent. This dispute was settled and the defendant company offered to accept a higher grade of lumber at a higher price. They later refused to carry out the terms of this contract and a large quantity of lumber was left on Matthews' hands which he could not easily dispose of.

The Allen A. Wilkinson Lumber Company, 931 East Michigan street, recently suffered a loss of several thousand dollars, when fire destroyed a one and one-half-story frame garage in their yards. Two automobile trucks were badly damaged.

The Tour O-Truck Body Company has filed incorporation papers with the secretary of state here showing a capitalization of \$100,000. The company will manufacture automobile bodies and accessories. The directors are H. J. Woche, T. P. Troke and T. D. Stevenson.

H. H. Rushong, J. R. Bogey and H. T. VanCleave, all of Lawrence, Ind., have organized the Lawrence Lumber Company with a capital stock of \$25,000. The company will specialize in hardwoods.

Clarence E. Green, L. F. Hagemeyer and Frank Campbell of Redkey, Ind., have organized what is known as the American Hidden Window Screen Company with a capital stock of \$10,000. The company will manufacture door and window screens.

The Forester Lumber & Coal Company, Inc., of Valparaiso, Ind., has reduced its capital stock from \$75,000 to \$50,000.

Unable to secure suitable homes for its employees, the Union City Body Corporation of Union City, Ind., makers of automobile bodies, has started work of drawing plans for the construction of the first unit of a housing project, which will for immediate use provide for the construction of twenty houses.

EVANSVILLE

William S. Partington of the Maley & Wertz Lumber Company and secretary and treasurer of the Evansville Lumbermen's Club has entered his baby in the big baby contest that is being staged by a local newspaper and he expects the youngster to walk away with one of the prizes.

After the farmers in southern Indiana, southern Illinois and western and northern Kentucky are through with their heavy work along late in July or August, it is expected they will start getting out more logs, and these will be shipped to the local market. While this section of the state has been pretty well depleted in the way of logs, there are still some tracts

of good timbered lands stand on these tracts are very valuable. Few logs have been coming into the mill during the past month or two.

John C. Greer, head of the J. C. Greer Lumber Company and president of the Evansville Lumbermen's Club, has been elected president of the Evansville Rotary Club to serve the ensuing year. He is a charter member of the club and during the past year has served as vice president.

MEMPHIS

The Memphis Band Mill Company, which has been operating its hardwood mill in New South Memphis for the past few months in order to take care of timber which had to be removed within a given time, has taken care of all of this and the plant has been closed down for an indefinite period. Announcement of this fact has just been made by J. F. McSweeney, president.

The Allen Eaton Panel Company, which is engaged in the manufacture of panels and other built up stock, is among the few woodworking enterprises in Memphis which are operating at present. This firm has operated rather intermittently since the new year began.

The Valley Log Loading Company reports that its entire log loading equipment on the Yazoo & Mississippi Valley lines of the I. C. system is idle and will remain so throughout the month of June. J. W. Dickson, president of the company, states that this suspension of loading is due primarily to the fact that there are no logs to load. This condition is attributable to the fact that there has been practically complete stoppage of logging operations throughout the Mississippi Valley territory during the past seven or eight months. As a matter of fact, the company has been loading logs which were prepared for shipment late last summer or fall and has about completed this work. Mr. Dickson anticipates that there will be a fair amount of timber cut during the month of June, and that the company will be able to resume operations of at least part of its equipment in July. Broadly speaking, there is very little disposition on the part of owners of hardwood timber land to cut their logs for conversion into lumber under the present rather unsatisfactory relationship as between supply and demand. This closing down of the Valley Log Loading Company offers the best confirmation yet available of the oft repeated claim that logging operations have been at a virtual standstill.

John M. Pritchard, secretary manager of the American Hardwood Manufacturers' Association, and F. R. Gadd, manager of statistics, have returned from Washington, where they participated in the conference between Secretary Hoover and representatives of the lumber industry in all parts of the United States. Full details regarding the result of this conference will be found elsewhere in this issue of the Hardwood Record.

Fred Turner, president of the Darnell Love Lumber Company, Leland, Miss., was a guest at the semi monthly meeting of the Lumbermen's Club here May 28. The Darnell-Love Lumber Company is one of the firms in the valley territory which is running its plant on full time.

WISCONSIN

The Railroad Commission of Wisconsin has issued an order to the Minneapolis, St. Paul & Sault Ste. Marie and the Chicago, St. Paul, Minneapolis & Omaha Railroad Companies to make a physical connection at Lemington, in Sawyer county, about twenty-five miles northwest of Ladysmith, to be executed on or before August 12. This is a connection for which manufacturers of Ladysmith, consisting principally of wood working and wood products industries, have been contending for many months. When made it is expected to be of great benefit to the general public along both lines as well as to the manufacturing interests. The instance is given that the Menasha Woodenware Company, which has one hundred million (100,000,000) feet of timber tributary to these lines, will be saved approximately \$250,000 alone in various ways by the better facilities which the connection will provide.

The Matthews Bros. Manufacturing Company of Milwaukee, maker of fine interior trim, millwork, etc., has been awarded the contract for furnishing the remodeled store of the Louis Esser Company, 111 Wisconsin street, Milwaukee, one of the highest class jewelry stores in the middle west.

Edward Miller of Eau Claire is completing construction work on a new factory building to be equipped as an excelsior mill. The Chicago & Northwestern line is building a switching track to the new factory, which will start operations about July 1.

The S. W. Miller Piano Company of Sheboygan, which recently sold its factory, equipment and real estate to the Sheboygan Fiber Furniture Company to enable the latter concern to provide adequate production facilities, expects to retire from business. The Miller plant will be vacated as quickly as the stock is disposed of, as it is the intention of the company to finish up all pianos now in process. S. W. Miller, founder and president of the company, will take a rest and later expects to become associated with a musical instrument manufacturing concern elsewhere. He is a practical piano builder and has been in active charge of production in his plant.

The Wisconsin legislature has enacted a law enabling the state to purchase lands suitable for forestry purposes which have reverted to counties on tax sales, at a cost not exceeding the amount due the county for taxes, interest and charges.

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

HARDWOODS FLOORING
BOX SHOOKS

LUMBER

ALL GRADES GUARANTEED

MOUNT-GEARHART

INCORPORATED

YARD:
JOHNSON CITY
TENNESSEE

OFFICE
ESSEX BUILDING
NEWARK, N. J.

Thomas Forman Company

DETROIT, MICHIGAN

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FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

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DRYERS

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SCHWARTZ
INC.
PHILADELPHIA, PA.

The Langlade Lumber Company of Antigo is enlarging its logging operations at Pearson, and gradually transferring the operation at Bass Lake, which has neared the point of exhaustion of the timber supply. The old store building at Pearson is being remodeled into a boarding house, and dwellings are being moved from Bass Lake to Pearson. The postoffice at Bass Lake has been discontinued. The Langlade company expects to operate about seven camps this summer, but largely for peeling hemlock bark. About two hundred men will be employed in this work.

The Wagen & Auto Body Company of Milwaukee is the name of a new

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH		ASH	
4 1/4" No. 1 & Selects...	40,000'	4 1/4" No. 2 Com. & Btr...	100,000'
4 1/4" No. 2 Common...	115,000'	HARD MAPLE	
5 4" 1sts & 2nds...	30,000'	5 4" No. 1 Com. & Btr...	190,000'
5 4" Selects...	35,000'	5 4" No. 2 Common...	200,000'
5 4" No. 1 Common...	40,000'	6 4" No. 1 Com. & Btr...	70,000'
5 4" No. 2 Common...	200,000'	6 4" No. 1 Selects...	12,000'
6 4" 1sts & 2nds...	5,000'	6 4" No. 2 Common...	175,000'
6 4" Selects...	35,000'	8 4" No. 2 Com. & Btr...	200,000'
6 4" No. 2 Com. & Btr...	65,000'	10 4" No. 2 Com. & Btr...	20,000'
6 4" No. 2 Common...	40,000'	SOFT MAPLE	
8 4" No. 1 Com. & Btr...	40,000'	4 4" No. 2 Com. & Btr...	100,000'
SOFT ELM		6 4" No. 2 Com. & Btr...	11,000'
6 4" No. 2 Com. & Btr...	90,000'	BASSWOOD	
		4 4" No. 1 Com. & Btr...	200,000'
		4 4" No. 2 Common...	25,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

Band mills at

Chassell and Ontonagon, Michigan

C. H. Worcester Co.

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Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

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SAW AND PLANING MILLS AT SULLIGENT, ALA.

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The Brookmire Economic Service

INCORPORATED

25 West 45th Street, New York

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corporation, which has been organized with a capital stock of \$6,800 to engage in the manufacture of bodies, cabs, etc., for vehicles of all kinds. The incorporators are John Vander Heyden, Edmund Richter and Herman F. Pagel, all of Milwaukee.

Herbert M. Ogden, one of the most prominent men in the fine vehicle industry of the country for many years, died at his home in Milwaukee on May 26 at the age of 69 years. He was one of the first white children born in Milwaukee. For more than forty years, with his brother, George W. Ogden, he conducted the Ogden Carriage Works on the site of the present Hotel Wisconsin. The business was sold and the brothers retired in 1907.

SOUTH BEND

An open session banquet of the Hardwood Club was held Monday, May 30, at the South Bend Country Club, South Bend, Ind.

Mr. Oliver, vice president and director of sales of the Studebaker Corporation, who has just returned from a business trip around the world in the interests of the Studebaker Corporation, gave one of the most educational and interesting talks ever listened to by the hardwood club.

He especially pointed out the fact that American manufacturers of all commodities were entirely overlooking the foreign trade, and stated that foreigners in general were anxious and willing to trade with America.

In his travels around the world he found South Bend the best advertised American city, seeing everywhere Studebaker's cars, Oliver chilled plows and Singer sewing machines, all of which are manufactured in South Bend.

A Babe Ruth rival was unearthed during the championship games of the Hardwood Club, Don Platt knocking four home runs in one game, playing his position of first base without an error. (Take notice, Mr. Gleason.)

Quite a number of the boys have left for the National Hardwood Lumber Association convention at Philadelphia.

The Hardwood Market

CHICAGO

While buyers appear to be more interested in stock lists than for several weeks there has been no noticeable improvement in demand within the last fifteen days, the tie-up of buildings having a depressing effect on buying by all hardwood fabricating industries. Furniture makers and others are afraid to put on much speed and consequently lumber buying while building is slack. However, the Chicago furniture factories recently increased their operating schedule to four days a week. Flooring manufacturers continue to make substantial purchases. Because of the elimination of competition of southern woods by exorbitant freight rates, demand for northern hardwoods of the common grades has increased in the implement industries in this territory.

BUFFALO

Not much activity is shown in the hardwood trade and few consumers are interested at this time. When they are going to buy in larger quantity is regarded as quite uncertain, but the general opinion is that business will open up in fair shape this fall. Much of the buying at present is in small quantities, based on the feeling of caution which is common in industrial circles. It is believed by many that freight rates will come down before long and that for this reason it will pay to hold off.

While it takes nerve to buy much lumber under the present unsettled conditions, some wholesalers are deciding that now is a good time to do so, and they are taking advantage of the opportunities afforded. Some millmen need the money so badly that they are willing to accept offers which show little or no margin of profit, and of course when business improves and hardwoods are in pretty fair demand they will shove up their prices. Some chances offered nowadays are regarded as worth taking, even with the possibility that freight rates may go down before many months.

Hardwood prices in this market show much unsettlement. Dealers say that there is too much stock available in most kinds of hardwoods and they do not look for much price improvement or increase in business before this fall. Oak, gum and chestnut in firsts and seconds are said to have gone higher in the past month. Walnut prices have declined considerably in the past few weeks. Cypress is one of the strongest woods in the list. Flooring in both oak and maple is reported firmer.

PHILADELPHIA

It is a difficult task to give an accurate and honest analysis of the hardwood market in Philadelphia and the metropolitan district of the city. The number of factors determining the present status of the industry are so great that judgment must be made in the most careful manner. Listening to one group of hardwood men it would be easy to predict a boom while another group would induce pessimism. The small dealer, who has been obtaining a multitude of orders from rural Pennsylvania, New Jersey and

Delaware, is the boomer and the large wholesaler, on the other hand, is the one whose opinion of the market is one of doubt. There is, however, one common basis: nearly all agree that the corner has been turned toward good business.

The past thirty days has witnessed a change in the hardwood business. For three months the small dealer, who "stuck" with high-priced stocks, entered the market to obtain business at almost any cost. For sixty days Philadelphia witnessed one of the worst price-cutting wars in years. The little fellow needed money, even a few of the middle-sized dealers were equally guilty—and he took advantage of the turn in business conditions to take orders at almost any price. The large dealers remained firm, knowing that prices would advance and when quotations were asked, the large dealer was from \$10 to \$60 over the price-cutter. The result was that the purchaser did an enormous amount of "shopping" before he placed his order. This price war had a very detrimental effect on the market. The writer knows of old firms changing quotations four and five times to hold old customers, while not a few threw away orders as a matter of business principle. Today conditions have changed. The little fellow is about cleaned out and he is in a position where he must buy at advanced quotations, but the big dealer finds himself in a propitious position on a rising market. Thirty days has seen low grade flooring stiffen, high grades more staple and the general tone of the market in a vastly better position.

The largest purchasers of hardwood, such as the Victor Talking Machine Company, Baldwin's, and several furniture factories in this district, are watching the market with cat-like eyes. All need enormous supplies of hardwoods and all are wondering whether this is the right time to buy. The dealers likewise are watching and their confidence in the upward trend of the market is exemplified in their reticence. The big fellow knows that the market will go up and he can afford to wait.

Probably the largest dealer in this territory maintains that one must consider conditions as improved, that the turn has been made in the right direction, but he predicts no boom or no business of more than hand-to-mouth basis during the summer. An interesting sidelight on the market is found in the correspondence of the hardwood dealer. This week has brought letters from the mine operators asking quotations on lots from 200 to 300 cars of mixed grades. This is the first time quotations of this size have been asked since the height of war days. Whether the inquiries presage orders remains to be seen. In addition, a number of English firms have been writing to Philadelphia dealers for prices. These letters state that business will be forthcoming provided financial arrangements may be made. The low freight rates are attracting the foreigner, but only the largest dealers are considering the question as it is necessary to give extended credit.

PITTSBURGH

The strike of the building trades in Allegheny County is the one big news item in the lumber business today. This started June 1 and is likely to continue for some time. Neither side shows any disposition to give in and unless something unlooked for occurs at the conference this morning, the contractors are pretty sure to adopt an "open shop" policy and fight it out to a finish. Thirty-five planing mills have already resumed operations on this basis with about 300 men employed so that the retail lumber yards are not so badly crippled except for orders. Building is practically at a standstill here and building permits are falling off accordingly. Yard trade, outside the city where towns are not affected by strikes, is somewhat better. Business in coal mine stocks has practically stopped. Railroad buying is confined mostly to bridge timbers, ties and poles. Industrial buying is very slow. Even automobile trade, which showed a little improvement last month, has slumped again. Nobody is buying lumber except for current needs and orders are very badly broken.

CLEVELAND

Immediate improvement in the hardwood market situation here following the cessation of hostilities between employer and employee in the building trades, and which was expected by not a few in the trade, has been significant by its absence since hostilities came to an end on June 1. In fact in the opinion of some leaders in trade there has been even less demand for hardwood materials since the first of the month than there was even during May when the strike was in full swing. Observers have pointed out that the building public is still too wary to be influenced by the apparently peaceful atmosphere in the building trades, and will be content for the time being to play a waiting game. Hence few new orders and equally few inquiries for materials for private work. On the other hand the quietus put upon the strike, and the fact that public work started immediately upon an agreement on the part of operatives to return to work, has brought forth more inquiry, and more demand, for public work use, and in this connection a considerable amount of maple flooring has been absorbed for school work, as well as some interior finish, it being the aim, apparently, of authorities to rush school work to completion before the fall term starts. Aside from this there is little daylight ahead for the hardwood distributor, for even the manufacturing interests have failed to respond, as was expected at this time. Orders from automobile manufacturers and other industrial factors using quantities of hardwoods are still of the hand-to-mouth character, reflecting in a way the slower outlet for

A NAME that should be on your inquiry list for hardwood lumber.

American Column & Lumber Company

Brunson Bldg.
COLUMBUS, OHIO

OAK & HARDWOOD
DIMENSION STOCK

Manufacturers
of
West Virginia
SOFT
YELLOW
POPLAR

PLAIN
WHITE
OAK
PLAIN
RED OAK
QUARTERED
WHITE
OAK
WHITE OAK
TIMBERS &
PLANK
CHESTNUT
BASSWOOD
MAPLE
HICKORY
BEECH
BUCKEYE
BIRCH
BUTTERNUT
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CHERRY
WALNUT
SYCAMORE
BLACK GUM
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DELTA HARDWOODS

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SOME CONSUMERS OF HARDWOOD LUMBER DO NOT GET VALUE FOR THEIR MONEY. OFTTIMES IT IS BECAUSE THEY DO NOT STUDY THE SOURCE OF THEIR SUPPLY. ARKANSAS IS THE HOME OF THE BEST HARDWOODS. OUR DOUBLE BAND MILLS ARE LOCATED IN THE CENTER OF THE BEST HARDWOOD PRODUCING REGION OF THE STATE. IT WILL PAY YOU TO INVESTIGATE.

GET THE FACTS

NOW

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May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
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MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
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FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

J. V. Stimson & Co.

OWENSBORO

KENTUCKY

Regular Width and Lengths; Dry

White Ash.....	Com. & Bet. 4/4 to 16/4
Beech	Log Run 4/4 to 8/4
Chestnut	Com. & Bet. 4/4
Elm	Log Run 4/4 to 16/4
Red or Sap Gum...	Com. & Bet. 4/4 to 8/4
Hickory	No. 1 Com. 4/4 to 16/4
Maple	Log Run 4/4 to 16/4
Qtd. White Oak...	All Grades 1/2" to 8/4
Qtd. Red Oak.....	All Grades 3/4 to 8/4
Pl. White Oak.....	All Grades 5/8 to 16/4
Pl. Red Oak.....	All Grades 3/4 to 16/4
Poplar	All Grades 5/8 to 8/4
Qtd. Sycamore.....	Log Run 5/8 to 4/4
Walnut	All Grades 5/8 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS

Owensboro, Ky. Campbellsville, Ky.

products. Sharp cuts in automobile prices have failed to bring response from the consuming public. It is believed that there are still surplus stocks of material in the hands of manufacturers, and that these materials are not being pretty well before real demand is renewed. In general prices are better than in spite of the adverse conditions in the market.

BOSTON

Dealers are rather happily encouraged than otherwise. While trade is not set up to normal, it is a whole lot better than it was. Improvement in demand and in inquiry continues to show itself each week. To be sure, this improvement is unevenly distributed as among the wholesalers and mills and as among the different types of consumers. Also, as accumulation still seriously persists among the lower grades, improvement in trade is less noted there than in the firsts and seconds grades. It is in the latter grades that the market today shows an increased firmness of tone. In fact, in firsts and seconds, there have been some advances on prices here, ranging from \$5 to \$10, in birch items, in plain white oak and on poplar. In some other woods there have been reductions.

Improvement in demand is still noted chiefly with the furniture makers and the hardwood yards. Piano people have come into the market for a little, but not for much. Chair makers still show no disposition to buy, trade with them being very dull. Not much of any improvement in demand is noted from the musical instrument makers or the automobile people. There is no export trade or business with the railroads to speak of.

BALTIMORE

Conditions in the hardwood trade, while not materially changed, show a fairly steady drift toward betterment, with the demand more active and the range of prices somewhat higher. More or less irregularity in the quotations continues to prevail, of course, but some progress in the direction of steadying influences is also to be observed, and there is that in the trade which justifies a more encouraging attitude. The users of hardwoods, among them the woodworking establishments, such as furniture factories and the like, find their requirements increased, the reduction in the assortments having been allowed to proceed to a point where material additions became necessary. This, together with the demonstrations that stocks of hardwoods are not of large proportions, served to impart strength to the list and placed the producers in a position where they could stiffen up some of the weak spots and put the average of the prices given a little higher. The opinion appears to be general that further revisions downward are not to be expected, and that it is quite safe for buyers to place their orders without any apprehension that the market will sag and leave them with stocks acquired at excessive low levels on their hands. Builders are calling for hardwoods in some quantities, construction work having gone forward on a decidedly wider scale than was the case not so long ago. Many of the plants are still shut down or run on a greatly reduced schedule, so that the distribution easily keeps pace with the production and probably exceeds it. The one division of the trade that has made no gains whatever is that of the exports.

COLUMBUS

The hardwood trade is showing some increases both in the number of inquiries received and in orders placed. Both retailers and factories are showing a tendency to enter the market, and as a result there has been a pretty fair run of business. While orders are still far from being normal, there is a good increase over the records of earlier in the year, and it is believed that the worst of the slump is over.

Among the factories furniture concerns are the best customers. Some buying from vehicle and implement concerns is also reported, while box factories are absorbing low grade poplar, oak and basswood. Factories are apparently coming into the market better and mining concerns are now appearing with orders. Railroads are still holding off because of the financial situation.

Retail stocks are fairly good, but in certain sections they are broken. Dealers are buying to replace broken stocks. Some of the dealers are buying for the future to a certain extent, but this is not heavy. Shipments are coming out promptly all along the line and collections show an improvement.

Prices are fairly steady at previous levels. Some of the extreme low prices are disappearing, although there is still some spread in quotations. There is a growing scarcity in the better grades, and especially of oak and poplar. Hardwood flooring is probably the strongest point at present.

The lumber department of the Central West Coal & Lumber Company announces that after July 1 it will be operating a large mill at Jackson, Ala., owned by the Zimmerman Manufacturing Company. The product will be sold through the Columbus office.

E. M. Stark, vice-president and treasurer of the American Column & Lumber Company, reports little change in the hardwood trade during the past fortnight. Inquiries from both retailer and factories are coming in fairly well and orders are also being booked. The orders are not large but they are well distributed, indicating a better feeling in hardwood circles. Prices are about the same, although some additional strength is apparent in the upper grades, due to increasing scarcity of stocks.

E. H. Hammond, formerly with the Hammond-Park Lumber Company of

Land, Ala., has taken up his work as manager of the railroad department of the lumber division of the Central West Coal & Lumber Company.

Lightning set fire to the planing mill of the North Columbus Lumber Company, located at Hudson street and the Big Four tracks, late in April, completely destroying the mill and machinery. The damage was about \$25,000, which was mostly insured. Steps were taken at once to rebuild the plant, according to Leo Koons.

The Columbus Woodworking Company, which has been operating a plant on Nelson road, has started the erection of a new plant at Fifth avenue and Leonard avenue. The sheds have been completed and later a planing mill will be installed.

Phillip W. Ayres, forester of the Society for the Protection of New Hampshire Forests, in a talk before the Ohio legislature told of the progress in reforestation made in that state. He claims that Ohio should at least plant 10,000 acres yearly in its reforestation program.

R. W. Horton of the W. M. Ritter Lumber Company reports a fairly good run of inquiries, with some orders being booked. Furniture factories are the best customers among manufacturing concerns. Dealers are placing orders to replace broken stocks. Prices are unchanged from the previous fortnight.

CINCINNATI

The hardwood trade is keeping with the pace it set a month ago. While the volume of business during the past two weeks came from many sources, it was not large. Upper grades still feature the market. The flooring business is splendid, which is largely due to the increased activity in the construction of apartment and dwelling houses. Sales of representative size were made during the past ten days of No. 1 plain oak and No. 1 common poplar. The planing mill demand has fallen off to some extent, while furniture and piano concerns have adopted the hand-to-mouth buying slogan. Lumbermen are of the opinion that business will remain in its present status until after the July furniture exhibits. Quotations show very little variation over previous conditions. The railroads at this time are not considered good customers and are buying just what they need.

INDIANAPOLIS

Little change can be seen in the hardwood situation in Indianapolis and the central Indiana district with the exception that following the settlement of differences between the contractors and the unions with the subsequent resumption of construction work at lower wage figures, the demand upon the retailers has taken a sudden jump. It appears that much proposed construction that was being held up awaiting a settlement is being refigured and on some of this work contracts have already been awarded and work started. The situation from the retail point of view is the brightest it has been this year. The industrials are gradually increasing production, and this increase is particularly noticeable in the box making industry here. The general resumption of capacity production by these institutions leads other woodworking industries to the belief that some of the lines of industry first hit by the readjustment process are gradually coming out of it. Automobile body plants here are working on a curtailed production, but they are gradually increasing production and employing more men. During the past week there has been a slight decrease in the demand for bodies as compared with the past month, but the manufacturers believe this condition is the result of a general price revision on the part of the automobile manufacturers. The talking machine cabinet makers are in fair shape, but business with them is not as active as a normal season, but the furniture manufacturers say inquiries are far more active than they were a month ago and more orders are being placed.

EVANSVILLE

The hardwood lumber manufacturers in Evansville and southern Indiana report that their trade for May showed some little improvement over the preceding month and there were more inquiries. They believe that trade in June will hold its own, but they are not looking for any big change for the better in business. There is a feeling that things are going to get gradually better, and that the backbone of the business depression has been broken. It is pointed out that trade conditions in the east are some better, and that those conditions will be communicated in time to the central west and south. The fact that cotton is not moving in the south makes trade rather sluggish there. It is not believed there will be any marked improvement in conditions in the south until cotton starts to move. In Kentucky and Tennessee the farmers are better satisfied than they were a few months ago, and while the prices received for their tobacco were not satisfactory they are going ahead with their usual crops this year. Reports from many of the rural communities say that the conditions are some better than they were three months ago. Collections are holding their own. The local hardwood lumber manufacturers say they are more encouraged over the outlook than they have been for several months past. While they are not looking for a rush in trade, they do believe that business will mend a little each month and that in the course of time things will be something like normal again. Box factories in Evansville are being operated on fairly good time. Hardwood manufacturers report there is a better demand for quartered white oak and gum than there has been in several months past. The retail lumber business has improved a little during the past month or two, and sash and door

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

SOFT ELM		
No. 2 & Btr. 1/4, reg. widths & lgths.	12 m. s. d.	
No. 2 & Btr. 5/4, reg. widths & lgths.	15 m. s. d.	
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(Largely No. 1 Common)		
No. 1 & Btr. 3/4, reg. widths & lgths.	5 m. s. d.	
No. 1 & Btr. 10/4, reg. widths & lgths.	15 m. s. d.	
No. 1 & Btr. 12 1/4, reg. widths & lgths.	2 m. s. d.	
No. 1 & Btr. 14 1/4, reg. widths & lgths.	12 m. s. d.	
No. 1 & Btr. 16 1/4, reg. widths & lgths.	5 m. s. d.	

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MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

A Few Bargains in Dry Hardwoods offered by

Wheeler-Timlin Lumber Co.

4/4" No. 1 & Btr. Birch.....	4 cars
6/4" No. 1 & Btr. Birch.....	4 cars
8/4" No. 1 & Btr. Birch.....	1 car
10/4" No. 1 & Btr. Birch.....	1 car
4/4" No. 3 Birch	10 cars
5/4" No. 2 Birch	1 car
6/4" No. 1 & Btr. Soft Elm.....	10 cars
6/4" No. 3 Soft Elm.....	4 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
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KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

We offer COMPLETE STOCK

WISCONSIN OAK

"TRY US"

MAPLE

4/4" No. 1 Com. & Btr. .5 cars
4/4" No. 2 Com. .4 cars
5/4" No. 2 Com. & Btr. .6 cars
8/4" No. 2 Com. & Btr. .4 cars
10/4" No. 2 Com. & Btr. .2 cars
16/4" No. 2 Com. & Btr. .1 car

BIRCH

4/4" No. 1 Com. & Btr. .3 cars
4/4" No. 2 Com. .5 cars
5/4" No. 1 Com. & Btr. .3 cars
8/4" No. 2 Com. & Btr. .3 cars
8/4" No. 1 Com. & Btr. .2 cars
12/4" No. 2 Com. & Btr. .1 car

Brooks & Ross Lumber Co.

SCHOFIELD, WISCONSIN
(SALES OFFICE AND MILL)

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

... of their trade some better. The planing mills also have been kept in better business.

MEMPHIS

The local market has been fairly active during the past fortnight. There is complaint that orders have not been coming in quite as freely during the past few days, but this is to be expected in view of the fact that the summer period is at hand. The flooring manufacturers have been waiting the heavy buyers during the past several months, and indications are not coming that they have pretty well secured their requirements for the season to come. Building operations are proceeding on a pretty large scale in the greater portion of the United States, but strikes and other unfavorable developments are tending to check building activities in important centers. There is, therefore, a disposition to look for only moderate activity from the building trade during the immediate future.

Furniture manufacturers are buying very little lumber. At the same time there is a disposition on their part to anticipate larger sales at the ex-hibits, which are just ahead. Manufacturers of hardwood lumber believe they will enjoy a better demand from furniture manufacturers in the near future than they have had at any time since early last year, and they are counting on this business to help tide them over the summer dullness.

Wholesale interests are taking fair quantities of lumber and there is also a moderate miscellaneous demand. One of the most disappointing features of the situation is the almost complete absence of demand from European sources.

From a statistical standpoint the most striking development in the hardwood situation is the tendency of stocks to decrease. This does not mean that shipments are so very heavy, but it does mean that shipments are larger than the limited quantity of lumber being put on sticks. There has been very little, if any, increase in hardwood production in the past two weeks. Logging operations are at a virtual standstill and, so far as can be learned, little activity in that direction seems foreshadowed at the moment.

From a price standpoint the market is undergoing very little change. There is quite pronounced firmness in firsts and seconds, while a better tone is noted in the case of No. 1 common red gum and No. 1 common plain oak. Absorption of the latter has been quite heavy during the past several months and offerings are by no means large. Stocks of firsts and seconds are the smallest ever known in proportion to the total amount of hardwood lumber available in the South, and the market thereon shows relative firmness on this account.

LOUISVILLE

After July 1 there may be an increase in the demand for hardwoods, but until inventory is completed, and until the question of possible lower freight rates is settled, indications are not strong for any material improvement in the demand for hardwoods, according to some of the local lumbermen. There is some little one car business coming in, principally fill in stocks from furniture manufacturers, and a fair demand from producers of beveled poplar siding, hardwood flooring, etc. Jobbers are not taking any large amount of stock. American black walnut has been in very fair demand, due to the increased use of walnut furniture. Some little demand is also being experienced for four to six quarter common and firsts and seconds in both plain and quartered oak, but the top grades are a little scarce and production is at a very low ebb. Chair manufacturers have been taking a little beech. Mahogany as a whole is quiet. The veneer trade is dull, and panel manufacturers report poor business, cores being especially dull just now. Some concerns needing business badly to meet obligations have been cutting prices by \$10 a thousand, but the larger concerns are holding firmly, believing that with small production stocks will be scarce and prices better after July 1.

James E. Hannon, formerly secretary of the C. C. Mengel & Brother Company, who has been with the sales department of the Mengel Company since the consolidation, recently resigned, and is planning to enter some branch of the lumber industry for himself. Hannon went with the Mengel interests from the L. & N. railroad some years ago as manager of the traffic department.

A news story from Mengelwood, Tenn., carried in the Louisville press, is to the effect that the Mengel Company, Louisville, is closing the mill at Mengelwood shortly, and is considering dismantling this mill and selling the timber in that section.

W. P. Brown & Sons Lumber Company, Louisville, has started work on a new office building to cost about \$25,000 at its new yard on Fourth street, the company having arranged to swap yards with the Edward L. Davis Lumber Company.

The North Vernon Lumber Company at North Vernon, Ind., expects to have much better facilities for handling shipments in and out of North Vernon as a result of announcement of the B. & O. railroad to the effect that division headquarters and terminal are being moved from Seymour, Ind., to North Vernon, effective June 6.

R. R. May of the R. R. May Hardwood Company recently returned from a trip into northern and central Indiana, reporting fair business considering existing conditions. Considering the short time he has been operating for himself he has done a nice business, which is showing a steady increase, due largely to the fact that he is rendering service.

The W. P. Brown & Sons Lumber Company has closed down its last

operations and hasn't a better chance than that isn't in the tree. The company doesn't expect to turn a wood stock tall, unless demand and price shows material improvement.

The Louisville Point Lumber Company, through Edward Duvol, sales manager, reports a slightly better demand, and that there has been some little demand for inch material in both firsts and seconds and common; plain and quartered oak, No. 1 common and 1s and 2s of five and six quarter. Some little No. 2s beech is also moving.

Gamble Brothers, in Highland Park, report a very fair business in the poplar section, lumber being in fair movement, while beveled siding has been active. The core department, however, which produces cores from chestnut for glued up work, is very quiet, consumers of cores not being in the market. Mr. Gamble stated that the volume of business this year as compared with last year was about 50 per cent in material and about 30 per cent in dollars and cents.

J. L. Dawson of the Pawser Lumber Company reports some little business from the furniture trade, principally in No. 1 common poplar and oak, in inch stock. Mr. Dawson stated that things had been just a little better during the past thirty days.

Members of the Louisville Board of Trade recently made a tour of inspection of the local railroad terminals, stopping off to inspect a couple of plants and inspecting the plant of the Wood Mosaic Company.

The Louisville Point Lumber Company reports that its High Bridge, Ky., mill is down and probably will not start again this year. The Louisville mill has logs bought that will keep it going probably to the first of the year.

ST. LOUIS

Considerable improvement has been noted in the hardwood trade during the past two weeks. Demand from consuming industrials is gradually increasing. The principal buying, however, has been from flooring manufacturers and makers of millwork, whose business has been increased by the increase in building. The tendency of prices of high grade hardwoods is decidedly upward, lower grades continuing weak and unsteady.

About 60 per cent of the furniture factories are active, this being a gain of 10 per cent over the month before.

While building has increased a little it is still far behind. It is possible that the inquiry conducted recently into building costs may cause dealers in other commodities besides lumber to reduce their prices, thus stimulating building.

MILWAUKEE

Industrial demand for hardwoods continues to show slow but steady advancement, although perhaps the biggest immediate outlet for hardwood stocks is to accommodate a fairly healthy constructive movement throughout the United States. In comparison with a year ago, the amount of new construction undertaken in the city of Milwaukee is about 20 per cent in excess of last year. The work is principally in the nature of dwelling places, including several large apartment buildings which furnish a moderately large aggregate requirement of hardwoods of various kinds. Industrial construction is of small volume, since the enormous increase in manufacturing capacity provided in the last four years due to wartime needs has given many manufacturers more than enough capacity to handle all present requirements.

The largest bank in Milwaukee, in its monthly review of local conditions, says that sales of furniture manufacturers are a little better than last month, but much under the same month of 1920. "This is one of the lines of industry in which retail channels have not been cleared of large stocks," the report says. "Normally manufacturers of furniture should be taking sizable orders for futures at this time of the year. As it is, forward business is much below that of last year. A fine woodworking plant reports five and one-half months' work on its books and it is working 90 per cent."

In the North, sawmill operations remain about stationary, the closing of some mills for the season being compensated for by the reopening of others or enlargement of production. On the whole, however, output is below that of a year ago. The finer grades of hardwood are moving readily, but other qualities are stagnant, with the result that the accumulation of stocks of low grade material remains very heavy and has the effect of limiting current production until these stocks have been brought to a minimum.

BEAUMONT

First and seconds grade of hardwood is looking up, but this condition seems to have no effect on lower grades, which continue to drag. Oak lumber is in good demand, while oak timbers are a drag on the market. Red gum is second only to oak in demand, while even the upper grades of sap gum are in poor demand.

The Texas consuming trade is buying very sparingly and only in sufficient quantities to keep their plants in operation. There is a poor demand for box material. The hardwood mills closed down during the general depression are still down and millmen seem to have adjusted their affairs to a point where they can keep their plants closed indefinitely. It is apparent that they will not be started again, except when there is a much heavier demand for the output.

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OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
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A competent Panel man. One who knows how to make and sell panels and plywood, and able to manage factory. Address Box 777, care HARDWOOD RECORD.

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Wish to close a partnership, therefore offer at a bargain about 100 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. R. R. freight to Detroit about \$18 per M. Water freight not over \$6. Location is such that shipments can be made to any point on the Great Lakes. Address Jno. B. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

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Valuable timber consisting of White Oak, Red Oak, Hickory and other hardwoods, original growth, suitable for building and other constructive purposes, estimated as covering 25 acres located at about two miles east of Smithsburg, Maryland, lying along and near the "Old Pike" leading from Hagerstown to Thurmont, adjoining the John H. Ridenour and other properties, formerly owned by the South Mountain Copper Co. There is also on this tract a large quantity of cord wood, which is offered for sale. For further information and terms write J. S. FREEMAN, 1218 CHESTNUT ST., Philadelphia, Pa.

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FOR SALE

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For sale one four-section "Proctor" Dryer, one 25-plate "Merritt" Dryer, 96"x116"; also one new 64" Coe lathe and clipper. THE STANDARD VENEER CO., Portland, Maine.

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Kewanee, Mo.

FOR SALE

Since discontinuing the manufacture of veneers, we are offering the following machinery for sale: One knuckle joint veneer press (200 ton, belt power), three glue kettles (Francis, two with power stirrers). If interested, write for full description. MICHIGAN VENEER COMPANY, Alpena, Michigan.

HARDWOOD RECORD

Reaches each issue a purchasing power amongst the buyers and users of hardwoods of OVER 367 MILLIONS OF DOLLARS. The average rating per subscriber amongst the wood-users is OVER 357 THOUSAND DOLLARS per capita.

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MISCELLANEOUS

LUMBER COMMISSION

Lists solicited of stocks, hardwood lumber with prices which I can offer to my trade. I sell on commission. Dimension stock and vehicle stock are specialties. ALFRED P. BUCKLEY, 100 Parkway Bldg., Philadelphia, Pa.

PLANTS FOR SALE

FOR SALE

Woodworking Plant in good locality, business good. For further particulars address, Box 776, Care HARDWOOD RECORD.

SAW MILL FOR SALE

Fine Stationary Mill in Maine, complete equipment. CHARLES C. GARLAND, Old Town, Maine.

FOR SALE

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

LUMBER FOR SALE**FOR SALE**

10 cars No. 1 & No. 2 Common second growth Ohio white ash, 6 4 & 8/4, 7 & 8' long dry. S. N. BROWN & CO., Dayton, Ohio.

FOR SALE—LUMBER

Maple Flooring, 13.16x2 1/4" face Clear No. 1 and factory. Kiln dried, end-matched, steel polished. PIVOT CITY LUMBER CO., Indianapolis, Ind.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.

2 Cars 8/4 Cypress.

2 Cars 8/4 Hickory.

1 Car 8/4 Oak.

2 Cars 4/4 Oak.

C. WILSON, Halls, Tenn.

FOR SALE

Thoroughly dry Mixed Oak.

1 Car 1"x1"—16" to 72" Clear.

1 Car 1"x1 1/2"—16" to 72" Clear.

1 Car 1"x2 1/8"—16" to 96" Clear.

We will cut to lengths wanted.

DEKALB TIE & LUMBER CO., Dekalb, Texas.

Prewar prices Red and White Oak 1" car F&S 5 cars No. 1C 36 cars No. 2C. Two million feet log Run Dry Oak, Poplar, Gum, Tupelo and Cottonwood. Want orders for Oak Timbers also clear dimension. Pine Close Grain 300M Ft. dry 1&2". Can surface. Car Smoke Dry 4inch B & B. CHAS. A. COURTNEY, Established 1904, Memphis, Tenn.

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100,000 ft. Northern White Ash, 1 1/2 to 3".

75,000 ft. Northern Mixed Oak, 2" and 3".

100,000 ft. Hard Maple, 2" to 3".

100,000 ft. Red and White Beech, 1".

150,000 ft. Hemlock, 2x6, 2x8, 2x10 & 2x12.

200,000 ft. Native White Pine, 1".

The above is all log run stock, well manufactured and thoroughly seasoned and can be loaded promptly. THE YOUNG LUMBER COMPANY, 19 Edwards St., Binghamton, N. Y.

SOFT YELLOW WEST VIRGINIA POPLAR

1 car 5 8 Panel.

3 cars 5 8 1&2—7 to 17".

1 car 4 4 1&2—16" and wider, small per cent common.

1/2 car 8 4 1&2—7 to 17".

1/2 car 8 4 1&2—18" and wider.

2 cars 10 4 No. 1 com. and better, 12" and wider.

1 car 16 4 No. 1 com. and better, 12" and wider. 60 to 75 per cent 14 and 16 ft.

DELPHI LUMBER CO., Clarksburg and Cowen, W. Virginia.

WANTED

Orders for

2 cars 5/64" R. C.

Northern Basswood

Battery Stock

2 cars 1/16" and

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Prompt Shipments

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Particulars.

KIEL WOODEN WARE CO.

Mellen (Ashland Co.), Wis.

LUMBER WANTED**WANTED—LUMBER**

3 8 to 8 4 Fas Plain White Oak.

3 8 to 8 4 No. 1 Com. Plain White Oak.

5 8, 3/4 & 4/4 Red Oak Coffin Boards.

3 8 to 8 4 Fas Qtd. White Oak.

3 8 to 8 4 No. 1 Com. Qtd. White Oak.

4 4 to 16 4 Fas Red Cypress.

4 4 to 16 4 Fas Yellow Cypress.

4 4 to 8 4 Fas Chestnut.

We usually buy straight carloads each thickness and grade, and pay cash. Stock to be loaded by National Inspector.

Give particulars, widths, lengths, dryness, whether band or circular sawn. Mention State growth Oak as texture is important. Send us your stock and price lists. McLEAN MAHOGANY & CEDAR CO., 742 Ellicott Square, Buffalo, N. Y.

VENEERS FOR SALE**VENEERS FOR SALE**

We are offering a big block, consisting of five million feet of sawed oak and sliced walnut veneer at a very, very low figure. Are you interested?

2,500,000' 1/20th Qtd. sawed white oak veneer 6" to 9" wide.

500,000' 1/20th Qtd. sawed white oak veneer 10" and over.

750,000' 1/16th Qtd. sawed white oak veneer 6" to 9" wide.

1,225,000' 1/28th Sliced walnut veneer.

25,000' 1/30th Sliced walnut stumps.

200,000' 5/16th Qtd. white oak parquet flooring strips, square edged.

1,500,000' Indiana Hardwood lumber.

F. M. BACHMAN COMPANY.

Indianapolis, Ind.

MAHOGANY FOR SALE**FOR SALE PHILIPPINE MAHOGANY**

Best quality, prompt shipment direct from mill. C. I. F. Quotations any port. ORIENT TRADING COMPANY, Thompson Bldg., Seattle, Washington.

LOGS FOR SALE**PRIME BLACK WALNUT LOGS**

For veneer purposes. Cable quotation to

CHR. BRUUN,

Copenhagen-Hellerup,

Denmark.

Cable Address: "Mahogany."

FOR SALE

300,000 ft. Birch in logs. Ready to start sawing under National Rules. Offered as No. 3 Common and Better. Apply P. O. Box 6, Victoriaville, Que., Canada.

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address BOX 713, care HARDWOOD RECORD.

LOGS WANTED**WANTED**

Good walnut logs 10" and up in diameter. Will inspect at shipping point and pay spot cash. J. W. FRYE LUMBER & VENEER CO., Dayton, Ohio.

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1 car No. 1 Oak Felloes—2"x2 3/4"—3' 8".

1 car No. 1 Oak Felloes—3 1/2"x3"—3' 4".

1 car No. 1 Oak Felloes—4 1/2"x3"—3' 4".

2 cars No. 1 Oak Bolsters—3 1/2"x4 1/2"—4' 2".

2 cars No. 1 Oak Bolsters—4"x5"—4' 2".

E. YOCOM LUMBER CO., Stilwell, Oklahoma

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Any size, anywhere. Write

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By advertising in this section you reach over 90% of the possibilities of this field. Therefore, your publicity matter is of the highest possible value.

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box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

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Land Commissioner, Soo Line Railway
Minneapolis, Minn

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Hardwoods and White Pine

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Write or Wire for Right Prices on the following

4/4-16/4" ASH	8/4" Select & Better
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Hardwood Record

for information about the

Bulletin Service

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., 8/4, good wtds. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., white, 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

LOG RUN, 4/4, 5/4, ran. wtds., 40% 14' & 16', 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 10/4", BROWN-EVERTS LBR. CO., Memphis, Tenn.

No. 2 & BTR., 4/4-16/4, reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 12/4", DARNELL, LOVE & CO., Leland, Miss.

LOG RUN, 4/4, 8/4, 10/4", GEO. C. KHE-MANN & CO., Memphis, Tenn.

NO. 1 C., black; COM. white, 4/4" NO. 2 C. white, 8 1/2", G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 5/4", av. wtds. & lgths., 14 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 & BTR., 8/4, 10 1/4, 12/4, 16/4", GRIS-MORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 10/4, 12/4, 16/4", ran. wtds. & lgths., 8 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 8/4, reg. wtds. & lgths., 30-40-30%; shipping dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 1 & BTR., 8/4, 10/4, 12 1/4", good wtds. & lgths., 4 mos. dry. NO. 2 C. 1/4, 5/4, 8/4", good wtds. & lgths., 6 mos. dry. F. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 5/8-16/4", MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4 1/2", reg. wtds. & lgths., Ind. stock. HARRY H. MAUS, South Bend, Ind.

NO. 1 C. & BTR., white, 8 1/4-16 1/4", reg. wtds. & lgths., southern & northern, green to dry. RAY B. MANSON, South Bend, Ind.

COM. & BTR., 5/8, 4/4, 8/4, 10 1/4, 12 1/4, 16 1/4"; NO. 2 C., 5/8, 4/4, 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

COM. & BTR., white, Ind. 8 1/4, 10 1/4", good wtds., yr. dry. POWELL-MYERS LBR. CO., South Bend, Ind.

NO. 2 C., 8/4", reg. wtds. & lgths., 2 yrs. dry. CYRUS C. SHAFER LBR. CO., South Bend, Ind.

FAS. & NO. 1 C., 10/4", yr. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. wtds. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

COM. & BTR., 4/4-16/4". J. V. STIMSON & CO., Owensboro, Ky.

COM. & BTR., 10/4, 12 1/4", reg. wtds. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & SEL., 4/4", reg. wtds. & lgths.; NO. 2 C. 4/4", reg. wtds. & lgths.; LOG RUN, 6/4, 8/4", reg. wtds. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds. & lgths., 6 to 8 mos. dry; NO. 1 C., 4/4-12/4", reg. wtds. & lgths., 6 to 8 mos. dry; NO. 2 C., 4/4-8/4", reg. wtds. & lgths., 6 to 8 mos. dry; FAS. 4/4, 5/4", reg. wtds. & lgths., 3 to 5 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4", reg. wtds., std. lgths., 1-2 yrs. dry, northern, good texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

ALL GRADES (very high), 1-18 1/2", BAB-COCK LUMBER CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4-12 1/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ANY GRADE, cut straight 1 1/2", reg. wtds. & lgths., 10 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C., 5/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 & BTR., 4/4", 10" & wider, 8' & longer, 16 mos. dry; NO. 2 & BTR., 6/4", av. wtds. & lgths., 17 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 3, 4/4, 5/4; NO. 2 C. & B., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS. 4/4x12" & up, 6 mos. & more air dried. MAISEY & DION, Chicago, Ill.

FAS. NO. 2 C., NOS. 3 & 4 C., all 4/4", reg. wtds. & lgths., 3 mos. & up dry. W. M. RITTER LBR. CO., Columbus, O.

FAS. NO. 1 C., NO. 2 C., all 8 1/4", yr. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 1 C., NO. 2 C., FAS. all 4/4", reg. wtds. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4 to 16/4", reg. wtds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BEECH

NO. 2 C. & BTR., 4/4, 6/4", good wtds. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-12/4", reg. wtds. & lgths., 12 mos. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4", reg. wtds. & lgths., 6 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8 1/4, 10/4, 12/4", 60%, 14' & 16', 6-12 mos. dry, band sawn. L. D. MURRELL LBR. CO., Memphis, Tenn.

LOG RUN, 5/8, reg. wtds. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4", good widths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. widths. & lgths., yr. dry, full log run; **NOS. 1 & 2 C.**, 1 1/2", reg. widths. & lgths., yr. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 & BTR., 5/4, 6/4", all widths. & lgths., 15 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 3, 4/4, 5/4"; **NO. 1 C. & BTR.**, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4"; ran. widths. & lgths., 2 yrs. dry. KING MILL & LBR. CO., Paducah, Ky.

FAS., **NO. 1 C. & SEL.**, **NO. 2 C.**, all 4 1/2", kiln dried. MAISEY & DION, Chicago, Ill.

NO. 1 C., **NO. 2 C.**, **NO. 3 C.**, all 4/4", reg. widths. & lgths., dry; **NO. 1 C. & BTR.**, 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

BUCKEYE

NO. 2 C. & BTR., 4/4", good widths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

ALL GRADES (very high), 4 1/2-8 1/2". BABCOCK LUMBER CO., South Bend, Ind.

BUTTERNUT

NO. 2 C. & BTR., 4/4", good widths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

CEDAR

4 1/2". J. A. RAYL, Athens, Tenn.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., yr. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4 1/2-8 1/2", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

ALL GRADES (very high), 4 1/2-8 1/2". BABCOCK LUMBER CO., South Bend, Ind.

SD. WORMY (20% **NO. 2 C.**), 6 1/4", good widths., 50% 14 & 16", 8 mos. dry, extra fine circular sawn; **SD. WORMY** (20% **NO. 2 C.**), 4/4", good widths., fair lgths., 8 mos. dry, extra fine circular sawn. W. F. CALE LBR. CO., Knoxville, Tenn.

NO. 2 C. & G. ELIAS & BRO., Buffalo, N. Y.

NO. 1 C., **NO. 2 C. & SD. WORMY.** FAR-RAGUT LBR. CO., Knoxville, Tenn.

LOG RUN, 4 1/2". J. A. RAYL, Athens, Tenn.

FAS., **NO. 1 C.**, qtd., **SD. WORMY**, **FAS. WORMY**, all 4/4", reg. widths. & lgths., 3 mos. & up dry; **SD. WORMY**, 4/4, 5/4, 6/4", reg. widths. & lgths., 3 mos. & up dry; **NO. 3 C.**, 4/4", reg. widths. & lgths., 3 mos. & up dry; W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

LOG RUN, 4/4", ran. widths., 60% 14-16', 6 mos. and over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS., 4/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

FAS., soft yellow, 5/4", 6-20", 10-16', 2 yrs. dry. RAY B. MAXSON, South Bend, Ind.

NO. 1 C. & BTR., 4/4" (10% **NO. 2 C.**), reg. widths. & lgths., 18 mos. dry. CYRUS C. SHAFER LBR. CO., South Bend, Ind.

BX. BDS., 4/4, 13-17" & 9-12", reg. lgths.; **FAS.**, 4/4, 13-17" & 6-12", reg. lgths.; **NO. 1 C. & SEL.**, 4/4, 5/4", reg. widths. & lgths.; **NO. 2 C.**, 1 1/2" reg. widths. & lgths. W. CONSEN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 SHOP & BTR., 6 1/4", ran. widths., 60% 14 & 16', 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 SHOP & BTR., 1 1/2", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

SHOP & BTR., 4 1/2 & 6 1/2". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1, 6 1/2". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4 1/2, 8 1/2", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

SELS., **NO. 1 SHOP**, **NO. 2 C.**, all 1 1/2", reg. widths. & lgths.; **NO. 1 C.**, 1 1/2", 6-8-10", reg. lgths.; **NO. 2 C.**, 4/4", 6, 8, 10 and 12", reg. lgths.; **SELS.**, 5/4, 6/4", reg. widths. & lgths.; **NO. 2 C.**, 5/4", reg. widths. & lgths.; **NO. 1 C.**, 6 1/2", reg. widths. & lgths.; **NO. 1 C.**, 1 1/2, 5 1/2, 6 1/2". WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4 1/2-16 1/2", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 6/4, 8/4, 10 1/4, 12/4" reg. widths. & lgths., 4 mos. dry. BARR-HOLLADAY LBR. CO., Greenfield, O.

LOG RUN, 10/4, 12/4", ran. widths., 60% 14 & 16', 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-12/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4", reg. widths. & lgths., yr. dry; **NO. 2 & BTR.** (largely **NO. 1 C.**), 6/4", reg. widths. & lgths., yr. dry; **NO. 3**, 4/4, 6/4", reg. widths. & lgths., yr. dry; **NO. 1 & BTR.**, 8/4", reg. widths. & lgths., 6 mos. dry; **NO. 1 & BTR.**, 10/4", reg. widths. & lgths., yr. dry; **NO. 1 & BTR.**, 12/4", reg. widths. & lgths., 4 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 6/4"-12/4", reg. widths., good lgths., yr. dry, circular sawed, trimmed, equalized. H. A. HOOVER, South Bend, Ind.

LOG RUN, 4/4", ran. widths. & lgths., band sawn. 8 mos. dry; **LOG RUN**, 10/4", ran. widths. & lgths., 8 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 4/4, 6/4, 8/4", good widths. & lgths., 6 mos. dry; **NO. 3 C.**, 4/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 1 C. & BTR., Ind. 8/4", reg. widths. & lgths., dry. HARRY H. MAUS, South Bend, Ind.

NO. 2 C. & BTR., southern & northern, 4/4-12/4", reg. widths. & lgths., dry. RAY B. MAXSON, South Bend, Ind.

LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., Ind. 8/4, 10/4", good widths., yr. dry. POWELL-MYERS LBR. CO., South Bend, Ind.

LOG RUN (20% **NO. 2 C.**), 6 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

FAS., **NO. 1 C.**, **NO. 2 C.**, Ind. all 10/4", yr. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths., dry; **NO. 3 C.**, 4/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4", reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

ELM—ROCK

LOG RUN, 8/4", ran. widths., 60% 14 & 16', 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 & BTR., 8/4", 4" & wider, A. L., 4 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8 1/4, 10 1/4, 12 1/4". JACKSON & TINDLE, INC., Mich.

GUM—PLAIN RED

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 & BTR., 1/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

COM. & BTR., 4/4, 5/4, 6/4, 8 1/4, 10 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 & BTR., 4/4", 4" & wider, 10-16', 6-8 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 1 C. & BTR. (40% **FAS.**), reg. widths. & lgths., 15 mos. dry. CYRUS C. SHAFER LBR. CO., South Bend, Ind.

NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. widths. & lgths., 4 mos. dry. BARR-HOLLADAY LBR. CO., Greenfield, O.

LOG RUN, 8/4", ran. widths., 60% 14 & 16', 6 mos. & more dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., 4/4", reg. widths. & lgths.; **NO. 1 C. & BTR.**, **SND.**, 5/4, 6/4, 8/4, 10/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 2 C. & BTR., pl. 4/4, 5/4, 6/4", reg. widths. & lgths., 4 mos. dry; **NO. 1 C. & BTR.**, qtd. 5/4, 6/4, 8/4", reg. widths. & lgths., 4 mos. dry. BARR-HOLLADAY LBR. CO., Greenfield, O.

NO. 2 C., pl. 4/4", ran. widths., 60% 14 & 16', 6 mos. & more dry; **LOG RUN**, qtd., 8/4", ran. widths., 60% 14 & 16', 6 mos. & more dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., qtd., 8/4, 10/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

BX. BDS., **NO. 2 C. & BTR.**, 5/8 to 5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & SELS., 4/4"; **BX. BDS.**, 13-17". THEO. FATHAUER CO., Chicago, Ill.

NO. 2 & BTR., 4/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS., 4/4", 6" & wider, 10-16', 6-8 mos. dry; **NO. 1 C.**, **NO. 2 C.**, both 4/4", 4" & wider, 10-16', 6-8 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

LOG RUN, 4/4". J. A. RAYL, Athens, Tenn.

NO. 1 C., 4/4", reg. widths. & lgths., 15 mos. dry. CYRUS C. SHAFER LBR. CO., South Bend, Ind.

BX. BDS., 13-17", 8 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. black, 4/4", reg. widths. & lgths., 4 mos. dry. BARR-HOLLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., qtd., 4/4", ran. widths., 60% 14 & 16', 6 mos. and more dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4"; **LOG RUN**, tupelo, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., figured red, 4/4". THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., qtd. **SND.**, 6/4-12/4", reg. widths., good lgths., yr. dry, circular sawed, trimmed & equalized. H. A. HOOVER, South Bend, Ind.

COM. & BTR., tupelo, 4/4", reg. widths. & lgths., 6 mos. dry. JOHNSON BROS. HDWD. CO., Memphis, Tenn.

NO. 1 C., 4/4", ran. widths. & lgths., 8 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

HARDWOODS FOR SALE

FAS, black, 1 1/2, 2, 3, 4, 5, 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

COM. & BTR., tupelo, 1 1/2". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., 1 1/2, 5 1/2, 6 1/2, 8 1/2, 60% 14 & 16", 6-12 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

COM. & BTR., R. or S., 4-8 1/2". J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 4 1/2", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 1 1/2, 5 1/2, 6 1/2, 8 1/2, 60% 14 & 16", 6-12 mos. dry. WOODRUFF-POWELL LBR. CO., South Bend, Ind.

HACKBERRY

LOG RUN, 5 1/2", ran. wdh. 60% 14 & 16", 6 mos. & over dry. FREDERICK MFG. CO., Portsmouth, O.

LOG RUN, 1 1/2, 6 1/2", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HICKORY

LOG RUN, pecan, 6 1/2". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 8 1/2", ran. wdths., 60% 14 & 16", 6 mos. & over dry. LOG RUN, pecan, 8 1/2", ran. wdths., 60% 14 & 16", 6 mos. & over dry. ERECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 4/4-12 1/2", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 8/4-16 1/2", reg. wdths. & lgths., 3 yrs. dry. RAY B. MAXSON, South Bend, Ind.

LOG RUN, 6/4, 8 1/4" (20% NO. 2 C.), 6 mos. dry. LOG RUN, pecan, 6 1/2, 8 1/2" (20% NO. 2 C.), 8 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

NO. 1 C., 4/4"-16 1/4". J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 8 1/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 6 1/4", 7/4, 8 1/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MAGNOLIA

NO. 2 C. & BTR., 4/4, 6/4, 8/4", 60% 14 & 16", 6-12 mos. dry, band sawn. L. D. MURRELLE CO., Memphis, Tenn.

MAHOGANY

ALL GRADES, all thicknesses, especially fine dry stock, 3" & 4". FREIBERG MAHOGANY CO., Cincinnati, Ohio.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16 1/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16 1/2", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4 1/2, 5 1/2, 6" & up, reg. lgths., 6 mos. dry; NO. 1 C. & BTR., 65% FAS, 4/4", reg. wdths. & lgths., 6 mos. dry, end dried white; NO. 3 C., 4 1/2, 5 1/2, 6 1/2, 8 1/2", reg. wdths. & lgths., 9 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C., 8/4", kiln dried (bone dry). G. ELLAS & BRO., INC., Buffalo, N. Y.

NO. 1 & BTR., 12/4", 4" & wider, 6" & longer, 15 mos. dry; BOX HEARTS, 4x1 1/2" & wider, 6" & longer, 15 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4, 12 1/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., Ind., 8 1/2" good wdths., yr. dry. POWELL-MYERS LBR. CO., South Bend, Ind.

FAS, with 30% SEL., 4/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

COM. & BTR., 10 1/2, 1 1/2, 6 1/2, 8 1/2, 60% 14 & 16", 6-12 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 4/4-16 1/4", reg. wdths., std lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4, 12 1/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 8/4, 10 1/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4", QTD., 5 1/4, 6 1/4, 8 1/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 10 1/4", ran. wdths. & lgths., 8 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 4/4, 8 1/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 4/4, 8 1/4, 10 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., Ind., 10 1/2", good wdths., yr. dry. POWELL-MYERS LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4, 5 1/4, 6 1/4, 8 1/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

NOS. 1 & 2 C., 4/4, 5/4, 6 1/4, 8 1/4, 10 1/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 4/4"; NO. 3 C., 4 1/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 4/4", good wdths., 60% 14 & 16", extra fine circular sawn, 6 mos. dry; NO. 1 C., 4/4", good wdths., 60% 14 & 16", extra fine circular sawn, 6 mos. dry; NO. 2 C., 1 1/2", good wdths., fair lgths., extra fine circular sawn, 6 mos. dry. W. F. CALE LBR. CO., Knoxville, Tenn.

NO. 1 C., 5/8, 3/4"; NO. 2 C., 5 1/8"; NO. 3 C., 5/8 & 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-8 1/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4 1/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 3/8, 8/4"; FAS, 1 1/2, 6-10". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

NO. 1 C., 4/4", ran. wdths. & lgths., 8 mos. dry. KING MILL & LBR. CO., Paducah, Ky.

FAS, NO. 2 C., NO. 3 C., all 4 1/2", reg. wdths. & lgths., shipping dry; NO. 1 C., 3 1/4, 4 1/4", reg. wdths. & lgths., shipping dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 1 C. & SEL., 4/4", 6 mos. & more, air dried; NO. 2 C., 4/4", 6 mos. & more, air dried. MAISEY & DION, Chicago, Ill.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., NO. 2 C., NO. 3 C., all 4 1/2, 4" & wider, 10-16", 6-8 mos. dry; bridge plank, NO. 1 C., 8 1/2, 1 1/2, 6, 8, 10 & 12", 10-16", green. W. R. PICKERING LBR. CO., Kansas City, Mo.

ALL GRADES, 3/4-16 1/4". J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., NO. 2 C., both 1 1/2". WOOD-MOSAIC CO., INC., Buffalo, N. Y.

FAS, 3/4", reg. wdths. & lgths.; NO. 1 C., 5 1/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C. & NO. 3 C., 4 1/2", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C., 4 1/4". BROWN EVERTS LBR. CO., Memphis, Tenn.

FAS, NO. 1 C., both 4/4". THEO. FAT-HAUER CO., Chicago, Ill.

FAS, 4/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

NO. 1 C. & SEL., 4/4", 6 mos. & more air dried. MAISEY & DION, Chicago, Ill.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & 2 C., 4/4", good wdths., 60% 14 & 16", band sawn, 6-12 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8-16 1/4". J. V. STIMSON & CO., Owensboro, Ky.

FAS, 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C., 3/4, 4/4, 5 1/4, 6 1/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6 1/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

FAS, NO. 1 C., both 4 1/2", good wdths., 60% 14 & 16", 6 mos. dry, extra fine circular sawn. W. F. CALE LBR. CO., Knoxville, Tenn.

NO. 2 C., 4/4"; NO. 1 C., 4/4". FARRAGUT LBR. CO., Knoxville, Tenn.

NO. 1 C., 5/8"; NO. 2 C., 1 1/2". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

NO. 1 C. & SEL., 4 1/4", 6 mos. & more air dried. MAISEY & DION, Chicago, Ill.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 5 1/4", reg. wdths. & lgths., dry. HARRY H. MAUS, South Bend, Ind.

FAS, 4/4", 6" & wider, 10-16", 6-8 mos. dry; NO. 1 C., NO. 2 C., NO. 3 C., all 4 1/4, 4" & wider, 10-16", 6-8 mos. dry; BRIDGE PLANK, NO. 1 C., 8 1/2, 4 1/2, 6, 8, 10 & 12", 10-16", green. W. R. PICKERING LBR. CO., Kansas City, Mo.

FAS, 4/4, 5/4", reg. wdths. & lgths., 3 mos. & more dry; FAS, one face, selects, 4/4", reg. wdths. & lgths., 3 mos. & more dry; NO. 1 C., 1/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. & more dry; NO. 2 C., SD. WORMY, NO. 3 C., all 4 1/2", reg. wdths. & lgths., 3 mos. or more dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 5/8, 4/4, 5/4, 6 1/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 C., 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 & BTR., 5/8-8 1/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4-8 1/4", reg. wdths., good lgths., yr. dry, circular sawn, trimmed & equalized. H. A. HOOVER, South Bend, Ind.

FAS, 3/8, 5/8, 6-10"; NO. 1 C., 3/8, 1/2, 5/8, 3/4, 6/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

NO. 1 C. & SEL., 4/4", 6 mos. & more air dried. MAISEY & DION, Chicago, Ill.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", band sawn, 6-8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". J. A. RAYL, Athens, Tenn.

ALL GRADES, 1/2-8 1/4". J. V. STIMSON & CO., Owensboro, Ky.

FAS, 1/2, 3/4, 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4"; NO. 2 C., 3/4, 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 4/4, 6/4": reg. wdths. & lgths.; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension

"USE OAK"

* Has Individual Display Ad on Page Designated

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 10)
Manufacturers of Band Sawn White Virginia soft textured Oak Lumber, Oak Timbers and S. A. Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-16) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at **CAMP RUN, PICKENS and RICHWOOD,**
WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 1) 3/4 to 6" Solid Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 8) **J. H. Bonner & Sons**
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 13)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 67)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer **Jerome, ARKANSAS**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 4)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer. Charleston, **MISSISSIPPI**

(*See page 57)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 61)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE PLANK
NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 8)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 80)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken
Care of. Write us for prices in anything in hardwoods
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 1)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE
OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Baltimore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 1)
We have for fall shipment large stock of 10/4 and
12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4
in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 39)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50
per cent when they are compared among
themselves, and there is no less difference
among different species when their strength
is under consideration.

(*See page 33)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 1)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1291

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been
estimated at 25,000,000,000 feet, and that is
equalled, by West Virginia, while Arkansas
leads all others with 28,785,000,000.

(*See page 8)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 78)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 1)
We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 1)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 62)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 39)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 80)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

HARDWOODS FOR SALE

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl. 4/4-16/4", good wdths. & lgths., 2 yrs. dry. **THE ATLANTIC LUMBER CO.**, Buffalo, N. Y.

ALL GRADES, 4-6-8-6", W. Va. **BARBOCK LUMBER CO.**, South Bend, Ind.

SD. WORMY, pl. mixed. 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 1 yr. dry. **BARR HOLIDAY LBR. CO.**, Chicago, Ill.

NO. 2 C. & BTR., 1-4-16 1", reg. wdths. & lgths., yr. dry. **BUFFALO HDWD. LBR. CO.**, Buffalo, N. Y.

SD. WORMY, 4/4", reg. wdths. & lgths. **DICKSON & LAMBERT LBR. CO.**, Memphis, Tenn.

NO. 2 C. & BTR., 1-1, 5 1", **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

NO. 3 C., pl., R. & W. 1 1", **THEO. FATHAUER CO.**, Chicago, Ill.

COM. & BTR., 4/4-12 4", reg. wdths. & lgths., yr. dry, circular sawn, trimmed & equalized. **H. A. HOOVER**, South Bend, Ind.

CORE STOCK, COM. & BTR., 4/4", reg. wdths. & lgths., shipping dry. **LAMB-FISH HDWD. CO.**, Charleston, Miss.

NO. 3 & BTR., 4/4", good wdths. & lgths., 6 mos. dry. **P. J. LAWRENCE LBR. CO.**, St. Louis, Mo.

NO. 1 C. & BTR., 4 4", R. & W. reg. wdths. & lgths. **HARRY H. MAI'S**, South Bend, Ind.

NO. 2 C. & BTR., 4-4, 5 4, 6 4, 8 4", 60% 14 & 16", 6-12 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.**, Memphis, Tenn.

M. C., 4/4"; **NO. 2 & BTR.**, 4 4". **J. A. RAYL**, Athens, Tenn.

NO. 1 C. & BTR., 5/4, 6/4, 8/4", ran. wdths. & lgths., 8 mos. dry. **WOODRUFF-POWELL LBR. CO.**, South Bend, Ind.

NO. 1 C. & B., pl., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

POPLAR

LOG RUN, yellow, 4/4". **BROWN-EVERTS LBR. CO.**, Memphis, Tenn.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. **BUFFALO HDWD. LBR. CO.**, Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 8/4", reg. wdths. & lgths. **DICKSON & LAMBERT LBR. CO.**, Memphis, Tenn.

COM. & BTR., 4/4, 8/4". **MEMPHIS BAND MILL CO.**, Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", band sawn, 6-12 mos. dry. **L. D. MURRELLE LBR. CO.**, Memphis, Tenn.

LOG RUN, 4/4". **J. A. RAYL**, Athens, Tenn.

NO. 1 C., **NO. 2 C. & BTR.**, both 4/4", reg. wdths. & lgths., 3 mos. & more dry. **W. M. RITTER LBR. CO.**, Columbus, O.

FAS, NO. 1 C., **NO. 2 C.**, all 12/4", yr. dry. **JOHN I. SHAFER HDWD. CO.**, South Bend, Ind.

NO. 2 C., 6/4, 8/4", ran. wdths. & lgths., 8 mos. dry. **WOODRUFF-POWELL LBR. CO.**, South Bend, Ind.

ALL GRADES, 5/8-8/4". **J. V. STIMSON & CO.**, Owensboro, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

FAS SAP, 5/8"; **FAS**, 5/8", reg. wdths. & lgths.; **NO. 1 C.**, 5/8, 4/4"; **NO. 2 A. C.**, **NO. 2 B. C.**, both 4/4". **BEDNA YOUNG LBR. CO.**, Jackson, Tenn.

SYCAMORE

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. **AMERICAN COLUMN & LBR. CO.**, Columbus, O.

LOG RUN, 4/4". **BROWN-EVERTS LBR. CO.**, Memphis, Tenn.

LOG RUN, 4/4, 5/4", reg. wdths. & lgths. **DICKSON & LAMBERT LBR. CO.**, Memphis, Tenn.

LOG RUN, 10/4", reg. wdths. & lgths., 10 mos. dry; **LOG RUN**, 4/4", reg. wdths. & lgths., 6 mos. dry. **JOHNSON BROS. HDWD. CO.**, Memphis, Tenn.

NO. 2 C. & BTR., 8/4", good wdths. & lgths., 6 mos. dry; **NOS. 2 & 3**, 1 1", good wdths. & lgths., 6 mos. dry. **P. J. LAWRENCE LBR. CO.**, St. Louis, Mo.

NO. 2 C. & BTR., 8 1", reg. wdths. & lgths., yr. dry. **CYRUS C. SHAFER LBR. CO.**, South Bend, Ind.

LOG RUN, qtd., 5/8-4/4". **J. V. STIMSON & CO.**, Owensboro, Ky.

COM. & BTR., qtd., 1 1", reg. wdths. & lgths., dry. **SWAIN-ROACH LBR. CO.**, Seymour, Ind.

WALNUT

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. **AMERICAN COLUMN & LBR. CO.**, Columbus, O.

ALL GRADES, 5/8" & thicker. **MALEY & WERTZ LBR. CO.**, Evansville, Ind.

FAS, 5/8", 6-10", 8-16", 6 mos. dry; **FAS**, 3/4", 6-10", 8-16", yr. dry; **FAS**, 4/4", 6-10", 6 & 7", 8 mos. dry; **FAS**, 4/4", 6-10", 8 & 9", 10 mos. dry; **FAS**, 4/4", 6-10", 8-16", 6 mos. dry; **FAS**, 4/4", 10/4", 6-10", 8-16", 8 mos. dry; **FAS**, 5/4", 6-10", 6 & 7", 6 mos. dry; **FAS**, 5/4", 6-10", 8-16", 8 mos. dry; **FAS**, 6/4", 6-10", 6 & 7", 6-10 mos. dry; **FAS**, 6/4", 6-10" & 10" & up, 8-16", 8 mos. dry; **FAS**, 8/4", 10/4", 10" & up, 8-16", 10 mos. dry; **FAS**, 12/4", 6-10" & up, 8-16", 15 mos. dry; **NO. 1 C.**, 5/8", 5/4", 8/4", reg. wdths. & lgths., 6 mos. dry; **NO. 1 C.**, 3/4", reg. wdths. & lgths., yr. dry; **NO. 1 C.**, 4/4, 6/4", reg. wdths. & lgths., 6-10 mos. dry; **SEL.**, 4/4", reg. wdths. & lgths., 6 mos. dry; **SEL.**, 5/4", 8/4", reg. wdths. & lgths., 8 mos. dry; **NO. 2 C.**, 4/4", reg. wdths. & lgths., 6 mos. dry; **NO. 2 C.**, 8/4, reg. wdths. & lgths., 6-10 mos. dry; **NO. 2 C.**, 6/4", reg. wdths. & lgths., 8 mos. dry; **SEL.**, 6/4", reg. wdths. & lgths., 10 mos. dry. **FRANK PURCELL WALNUT LBR. CO.**, Kansas City, Kan.

LOG RUN, 4/4". **J. A. RAYL**, Athens, Tenn.

ALL GRADES, 5/8-8/4". **J. V. STIMSON & CO.**, Owensboro, Ky.

LOG RUN, 4/4", reg. wdths. & lgths., dry. **SWAIN-ROACH LBR. CO.**, Seymour, Ind.

NO. 1 C. & BTR., 1/2, 5/8"; **FAS**, 4/4, 6/4, 8/4"; **NO. 1 C.**, 4/4, 5/4, 6/4"; **SELS.**, 4/4, 5/4, 6/4"; **NO. 2 C.**, 4/4". **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

LOG RUN, 4/4", ran. wdths. & lgths., 5 mos. dry. **WOODRUFF-POWELL LBR. CO.**, South Bend, Ind.

WILLOW

NO. 1 C., 4/4", reg. wdths. & lgths., 6 mos. dry. **JOHNSON BROS. HDWD. CO.**, Memphis, Tenn.

SPRUCE

SHOP, 4/4-8/4" & wider, 6-20", air dried, rough or S2S; **B. & BTR.** piano posts, 12 4", 4-5", lgth. as ordered, rough green; **BOX**, 4/4-8/4", 4" & wider, 6-20", rough or S2S, air dried. **BOYD-HILLIER LBR. CO.**, South Bend, Ind.

MISCELLANEOUS

FLOORING

OAK

SEL., pl. white, 13/16x2 1/4". **W. M. RITTER LBR. CO.**, Columbus, O.

SPRUCE

B. & BTR., 4/4", 4", 6/20", kiln dried. **BOYD-HILLIER LBR. CO.**, South Bend, Ind.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

1/8, 12-30", 62-86". **GEO. L. WAETJEN & CO.**, Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; **LOG RUN**, 1/20", 6-36", 50-92". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

SHEET STOCK, 1/5", 6-36", 62-96", 1/16, 12-30", 62-96", 1/20, 12-30", 62-96"; 1/8, all clear, 12-30, 86-96"; **SHEET STOCK**, red, 1/8", 12-30", 86-96". **GEO. L. WAETJEN & CO.**, Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; **SHEET STOCK**, 3/16", 6-36", 38-98", shingle bundled; **SHEET STOCK**, 1/8", 6-36", 50-98"; **SHEET STOCK**, 1/16", 6-36", 44-98"; **SHEET STOCK**, 1/20", 6-36", 50-98". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; **SHEET STOCK**, 1/20", 6-36", 49-98". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

1/8, red, 6-30, 72-96". **GEO. L. WAETJEN & CO.**, Milwaukee, Wis.

thicknesses, also butts. **FREIBERG MAHOG-ANY CO.**, Cincinnati, Ohio.

EVERYTHING in African mahogany veneer, plain, striped, mottled. **WILLIAMSON VENEER CO.**, Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED, RED

SHEET STOCK, 1/20", 6-36", 78-98". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; **LOG RUN**, 1/20", 6-36", 40-96". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

OAK

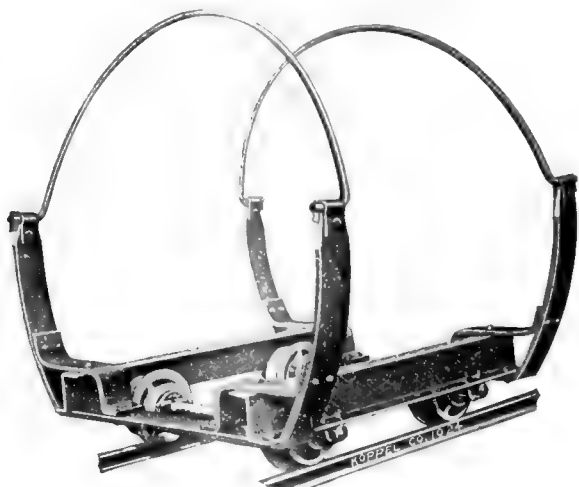
SHEET STOCK, red, 1/8", 6-36", 38-98"; **SHEET STOCK**, red, 1/20", 6-36", 38-86"; **SHEET STOCK**, white, 1/8", 6-36", 44-98"; **SHEET STOCK**, 1/20", 6-36", 38-96". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10" long. **WILLIAMSON VENEER CO.**, Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

OAK

NORTHERN RED, 1/8", 6-36", 86-96", 1/8" sawn northern, 10-13", 12 & longer; **WHITE NORTHERN**, 1/8", 6-36, 62-96"; **CORE STOCK**, 1/8, 8-30, 62-96; **QTD. SAWN WHITE**, 1/8, 6-12, 10 & longer. **QTD. SAWN WHITE**, 1/20, 6-12, 10" & longer. **GEO. L. WAETJEN & CO.**, Milwaukee, Wis.

QTD. SAWN. **WOOD-MOSAIC CO., INC.**, Louisville, Ky.



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1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

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HARDWOODS FOR SALE

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

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SLICED, half round, unusually fine figured; also butts. FREIBERG MAHOGANY CO., Cincinnati, O.

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.
EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

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HONDURAS & AFRICAN, ALL GRADES &

CROSS BANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS BIRCH

THREE PLY, 1/4x24x48, G2S; FIVE PLY, 3/4x36x72, G1S, 3/4x24x72, G2S, 3/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.
QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

OAK

PLAIN RED, FIVE PLY, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x60, 2S, 3/8x30x60, 2S, 3/8x24x72, 2S, 3/8x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

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Don't let present conditions worry you—everything is fundamentally sound. More economy is demanded, therefore use

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Conditions are such that quality and quantity production is essential. The use of Atkins Silver Steel Band Saws, Mill Saws, Cross-Cut Saws and Machine Knives will assure you of efficient, economical operation and give you the desired results.

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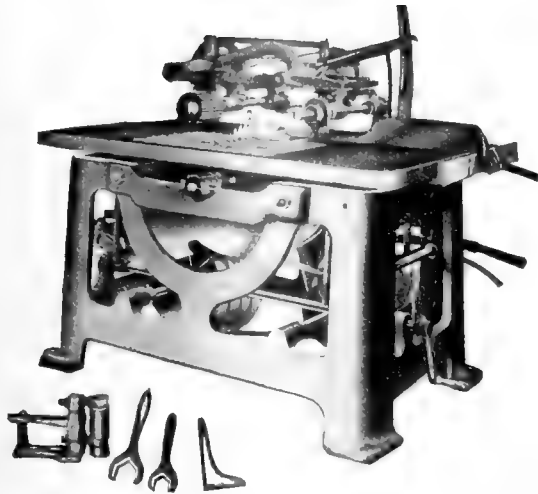


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Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

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4/4" No. 1 C&B Qtd...	14,000'	6/4" No. 2 C&B.....	153,000'
4, 5, 8 & 8/4" Birdseye	4,000'	BASSWOOD	
5/4" No. 1 C&B Qtd...	3,000'	4/4" No. 2 C&B.....	33,000'
5/4" No. 1 C&B End Dried	3,000'	4/4" No. 3 Common...	19,000'
White	500,000'	BIRCH	
6/4" No. 1 C&B End Dried	500,000'	4/4" No. 2 C&B.....	116,000'
White	50,000'	4/4" No. 2 Common...	16,000'
6/4" No. 2 C&B Soft...	50,000'	SOFT ELM	
10/4" FAS Hard.....	12,000'	4/4" No. 2 C&B.....	26,000'
MAPLE AND BEECH		12/4" No. 2 C&B.....	20,000'
4/4" No. 3 Common....	57,000'	4/4" No. 3 C&B.....	OAK
5/4" No. 3 Common....	45,000'	4/4" No. 3 C&B.....	CHERRY
6/4" No. 3 Common....	310,000'		
8/4" No. 3 Common....	181,000'		
5/8" No. 2 Common....	102,000'		

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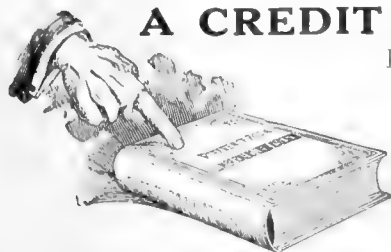
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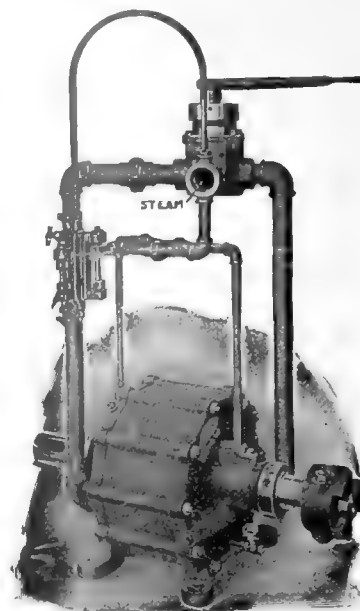
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5/4" No. 1 Com. & Btr. 50,000'
4/4" No. 3 Common.....100,000'
8/4" No. 3 Common.....35,000'
6/4" No. 2 Common 70,000'

6 4" No. 3 Common 150,000'

MAPLE

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6/4" No. 1 & 2 Common 400,000'
12/4" Com. & Btr.....200,000'

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CYPRESS WHITE ASH
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Harvester Bldg.. **Chicago, Ill.**

Ash			
13,000 ft. 1 in. Log Run	6 mo.	8 1/2"	65%
35,000 - 1 - No. 1 Com. & Sel.	3 -	8 1/2"	70
30,000 - 1 - No. 2 Common,	2 -	7 1/2"	75
45,000 - 1 - Log Run,	3 -	7 1/2"	85
13,000 - 2 -	1 -	7 1/2"	65
4,000 - 2 1/2 -	1 -	8	55

Cottonwood.			
18,000 ft. 1 in Panel & wd. No. 1	1 mo.	15"	50%
18 to 21 in.	5 -	10 1/2"	6 1/2
50,000 ft. 1x13-17 in Box Boars.	8 -	15	65
30,000 - 1x 9-12 -	8 -	9 1/2-10	70
50,000 - 1x13 in & Wider 1 & 2,	4 -	9 1/2	60
75,000 - 1x6-2 in 1 & 2,	2 -	9	60
100,000 - 1 in. No 1 Com. & Sel.,	6 -	9 1/2-10	75
100,000 - 1 - No 2 Common,	6 -	9 1/2-10	75
30,000 - 1 - No 3 Common,	6 -	9 1/2-10	75

Yellow Cypress.			
20,000 ft. 1 in Log Run,	6 mo.	9"	75 1/2
15,000 - 1 - 1 & 2,	3 -	12	85
100,000 - 1 - Selects,	10 -	8 - 8 1/2	80
100,000 - 1 - No 1 Shop,	8 -	7	85
100,000 - 1 - No 1 Common,	0 -	10	90
100,000 - 1 - No 2 Common,	5 -	6 mo	90
100,000 - 1 - Pecky,	8 -	8 -	90
50,000 - 1 - 1x 8"-10 to 16' No 1 Com.	6 -	8 -	90
14,000 - 1x 8"-10 to 16' No 1 -	4 -	8 -	90
75,000 - 1x10"-10 to 16' No 1 -	8 -	8 -	90
75,000 - 1x12"-10 to 16' No 2 Com.,	6 -	8 -	90
12,000 - 1x 8"-10 to 16' No 2 -	6 -	8 -	90
16,000 - 1x 10"-10 to 16' No 2 -	1 mo.	12"	75
100,000 - 1x12"-10 to 16' No 2 -	2 -	8 - 8 1/2	80
100,000 - 1x12"-10 to 16' No 2 -	2 -	8 - 8 1/2	85
100,000 - 1x12"-10 to 16' No 2 -	4 -	8 - 8 1/2	90
100,000 - 1x12"-10 to 16' No 2 -	5 -	8 - 8 1/2	90
100,000 - 1x12"-10 to 16' No 2 -	5 -	8 - 8 1/2	90
100,000 - 1x12"-10 to 16' No 2 -	1 -	8 - 8 1/2	75
100,000 - 1x12"-10 to 16' No 2 -	8 mo.	7 1/2"	70%
100,000 - 1x12"-10 to 16' No 2 -	8 -	7 1/2"	65

The above stock is all well manufactured, and we have shown after each item first the number of months on sticks, then the approximate average width and percentage of 14 and 16 ft. lengths. Upon request, will quote delivered prices on items in which you are interested.

NOTHING PICKED OUT: Each item in above list contains every one of the wide and best boards produced in that grade.

Can surface or resaw as required

WIS

Soft Maple.			
100,000 ft. 1 in. Log Run,	8 mo.	9 - 9 1/2"	60%
21,000 - 2 -	6 -	9 - 9 1/2"	70
8,000 - 2 1/2 -	6 -	9 1/2-10	55
25,000 - 3 1/2 -	8 -	10 - 11	75

Soft Elm.			
100,000 ft. 1 in. Log Run,	8 mo.	8 1/2"	60 1/2
30,000 - 1 - No. 2 Common,	8 -	8 1/2"	90
30,000 - 1 - No. 3 Common,	8 -	9	65
40,000 - 1 1/2 - Log Run,	3 -	9	70
43,000 - 1 1/2 -	8 -	9 1/2-10	65
17,000 - 2 -	8 -	9 1/2-10	65
38,000 - 2 1/2 -	6 -	10 - 11	70
13,000 - 3 1/2 -	6 -	10 - 11	70

Quartered White Oak.			
100,000 ft. 1 in. No. 1 Com. & Sel.,	8 mo.	7"	65%
50,000 - 1 - No. 1 Com. & Sel.,	8 -	7	65
15,000 - 1 - No. 2 Common,	8 -	7	65

Plain White Oak.			
15,000 ft. 1 in. 1 & 2,	2 mo.	9 - 9 1/2"	70%
75,000 - 1 - No. 1 Com. & Sel.,	3 -	8 - 8 1/2"	70
100,000 - 1 - No. 2 Common,	3 -	7 1/2"	70
100,000 - 1 - No. 3 Common,	6 -	7 1/2"	70

Plain Red Oak.			
75,000 ft. 1 in. No. 1 Com. & Sel.,	4 mo.	8 1/2"	75%
100,000 - 1 - No. 3 Common,	8 -	8	70
100,000 - 1 - No. 1 Com. & Sel.,	6 -	9 - 9 1/2"	55

Sap Gum.			
18,000 ft. 1x13 in & Wider 1 & 2,	6 mo	14 - 15"	80%
100,000 - 1x6x12 in. 1 & 2,	6 -	8 1/2"	75
100,000 - 1 in. No 1 Com. & Sel.,	8 -	8 - 9	75
100,000 - 1 - No 2 Common,	8 -	9 - 9 1/2"	70
100,000 - 1 - No 3 Common,	6 -	10	70
100,000 - 1 - 1 & 2,	8 -	9 1/2	70
75,000 - 1 1/2 - No 1 Com. & Sel.,	5 -	8 - 9	60
100,000 - 1 1/2 - No 2 Common,	6 -	10	75
50,000 - 1 1/2 - No 3 Common,	2 -	10	70
15,000 - 1 1/2 - 1 & 2,	2 -	10	70
30,000 - 1 1/2 - No. 1 Com. & Sel.,	2 -	10	70

Plain Red Gum.			
15,000 ft. 1 in. No. 1 Com. & Sel.,	3 mo.	9 1/2"	75 1/2
30,000 - 1 - No. 2 Common,	6 -	8 1/2"	70

WE have talked so much about our unique stock list that we decided to show it to you. Our customers find it works to great advantage in making their inquiries, as we guarantee to ship all items exactly as represented. Buy today on present low prices—buy Wisconsin Lumber Company's St. Francis Basin Hardwoods.

Manufacturers of
**Stimson's
HARDWOOD
LUMBER**

Annual Output: 50 Million Feet

**J. V. Stimson
Huntingburg, Ind.**

**Stimson Veneer & Lumber Co.
Memphis, Tenn.**

**J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.**

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar Plain Oak

Quartered Oak

Chestnut Basswood

Oak Flooring

Coal Grove, Ohio, U. S. A.

HARDWOOD LUMBER

**THIRTEEN BAND MILLS
SIX PLANING MILLS
FIFTEEN FLOORING UNITS
NINE DIMENSION MILLS**

**Annual Capacity
130,000,000 Feet**

USERS of Oak are becoming more discriminating in their selections of stock. There is a widening realization that the claim that "Oak is Oak," is not a true statement. Literally it may be, but practically and essentially it is false.

For a long time many users have known that our Oak is better and is worth more, grade for grade, than that offered by others. But few have known the reasons why our Oak is the superior commodity it is.

To detail all the reasons would be to tell a story too long for this space—but that interesting story will be adequately told.

The superiority is based in scientific considerations.

The climate and the elevations of the area in which the trees grow are the basic controlling features.

In low, swampy areas, in zones of long continued hot weather, the growth of the tree is such that a large part of the annual increase consists of cells with heavy thick walls, and the wood is therefore hard and flinty.

In areas that are reasonably elevated, and where the cold of the winter alternates with the milder temperatures of spring and summer in proper ratio, the growth is slower and the perfection of texture in hardwood growths is found.

Our hardwood stumpage is located in the renowned Appalachian Area, which is unsurpassed in respect to the texture and quality of its lumber products.

Nature has thus given us a product, which with our scientific manufacture, and our efficient service, is the "last word" in hardwood perfection.

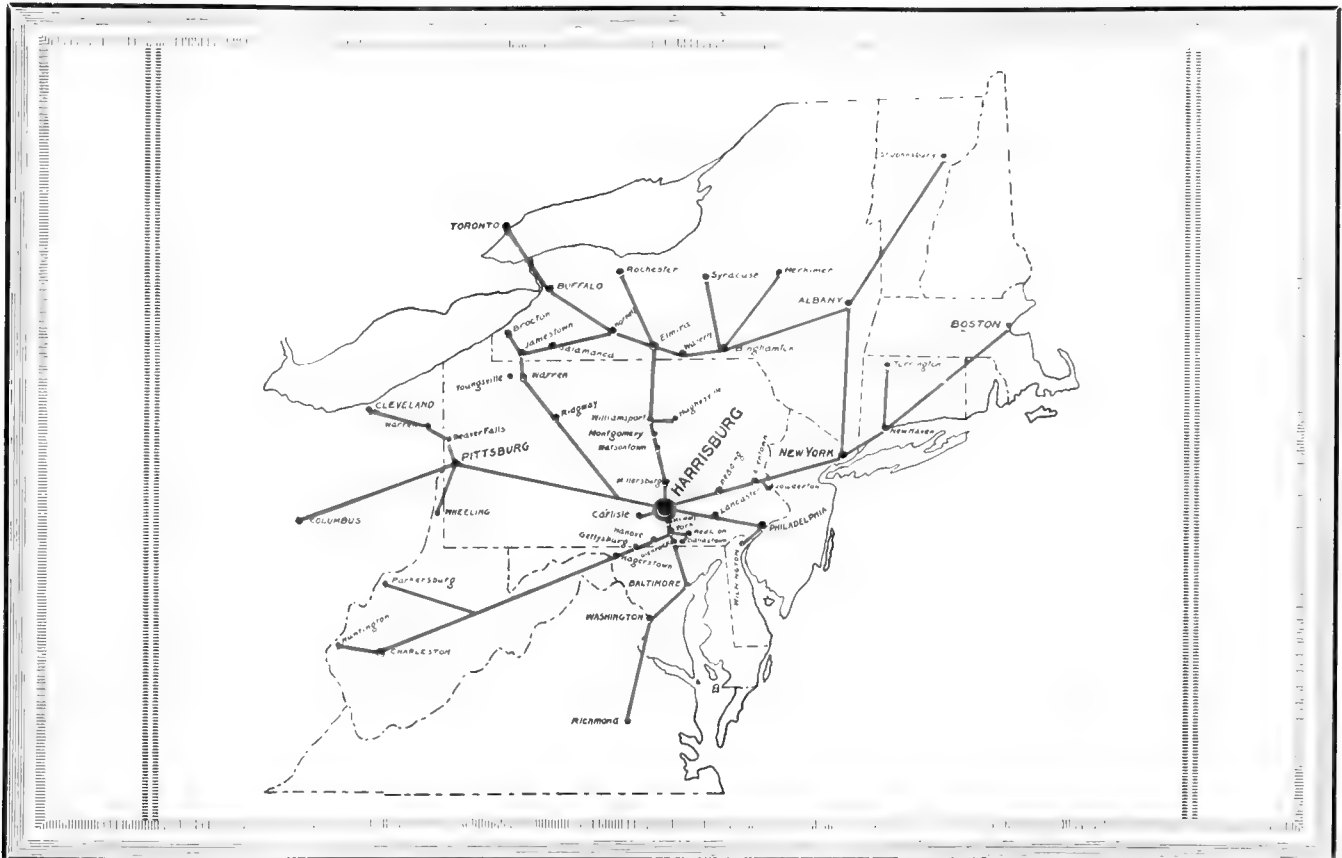
W. M. RITTER LUMBER CO.
COLUMBUS, OHIO

Aardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, JUNE 25, 1921

Subscription \$2
Vol. LI, No. 5



HARRISBURG, PENNSYLVANIA Rotary Commercial Veneer Warehouse

Short Haul to Eastern Consumers

Complete stocks, interesting prices. Direct shipments from mills, where desired

CHICAGO MILL AND LUMBER COMPANY

OF PENNSYLVANIA

Commercial Veneer Department, 825 Paxton Street, Harrisburg, Pennsylvania

HARDWOODS AND PATTERN LUMBER

MILLIONS OF FEET OF DRY STOCK
FOR IMMEDIATE SHIPMENT

J. Gibson McIlvain Company

Manufacturers—Wholesalers

Philadelphia, Pa.

ESTABLISHED 1798

INCORPORATED 1920

Quality—**GOLDEN RULE**—Service



THE **ANDERSON-TULLY** COMPANY

MEMPHIS, TENNESSEE


Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

 **WE MANUFACTURE**
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple

Flooring

kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

4/4 No. 1 Common Basswood..500M
4/4 No. 2 Common Basswood..300M
5/4 No. 1 Common Basswood..300M
5/4 No. 2 Common Basswood..100M
8/4 No. 2 & Btr. Hard Maple..500M
10/4 No. 2 & Btr. Hard Maple..300M
12/4 No. 2 & Btr. Hard Maple..100M
14/4 No. 2 & Btr. Hard Maple.. 50M
16/4 No. 2 & Btr. Hard Maple.. 50M

**Sawyer-Goodman
Company
MARINETTE**

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over



A Service That Is Worth Your Attention

WE OFFER THE FOLLOWING DRY STOCK

BIRCH

(No. 1C & Better)

5/4" x 10" & wider.....	2 cars
6/4" No. 2 & Better.....	3 cars
8/4" No. 2 & Better.....	3 cars
10/4" No. 1 & Better.....	2 cars
12/4" No. 1 & Better.....	2 cars

MAPLE

6/4" No. 2 & Better.....	3 cars
8/4" No. 2 & Better.....	3 cars
12/4" No. 1 & Better.....	3 cars

SOFT ELM

6/4" No. 2 & Better.....	2 cars
8/4" No. 1 & Better.....	3 cars
10/4" No. 1 & Better.....	2 cars

Complete assortment of dry Merchantable Hemlock. Can ship straight or mixed cars milled to order.

Branch Offices

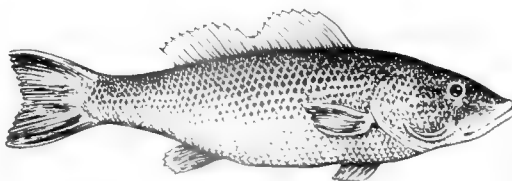
**CHICAGO ROCKFORD
GRAND RAPIDS**

Few Northern operators are as well equipped as we are to handle large yard and industrial requisitions. Our five band mills, cutting 100,000,000 feet annually of Hardwoods, Pine and Hemlock—in addition to our complete planing mill facilities—enable us to handle your every requirement in Northern woods.

The personnel of our organization has been chosen for unusual practical experience. These points count strongly to the discriminating buyer who wants something quickly. We can always cut special orders in Hardwood or Hemlock dimension. Our specialty is the famous Shawano County Hard Maple up to three inches in thickness, and hearts and skid stock for the industrial trade.

WHILE PRESENT ORDERS ARE AS A RULE SMALL, THEY WILL SERVE WELL FOR A TRIAL. LET US FIGURE WITH YOU.

buy from fish



CHARLES W. FISH LUMBER COMPANY, ELCHO, WISCONSIN

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

The E & W Lumber Company

NORTHERN and SOUTHERN
HARDWOODS
MILL: EDWARDSBURG, MICHIGAN

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA
HARDWOODS AND YELLOW PINE

The Powell-Myers Lumber Co.

Manufacturers Hard and Softwoods
Bent Rims and Dimension Stocks
MILLS: ARGOS, INDIANA, and MARCELLUS, MICH.

The Hyde Lumber Co.

SOUTHERN HARDWOODS
Oak, Gum, Cottonwood, Elm, Ash, Tupelo

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER
MILLS AND YARDS IN TENNESSEE

Boyd-Hillier Lumber Company

OGDEN, UTAH PORTLAND, OREGON
SOUTH BEND, INDIANA

Fir, Spruce, Hemlock, Cedar, White Pine

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

NORTHERN and SOUTHERN
HARDWOODS

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.
Mill at Crawfordsville, Ind.

H. A. HOOVER

Manufacturer and Wholesaler
Northern and Southern Hardwoods
THICK STOCK A SPECIALTY

RAY B. MAXSON

Manufacturers' Agent
EVERYTHING in HARDWOODS
PLANK AND DIMENSION

The Woodruff-Powell Lumber Co.

SPECIALIZING IN
POPLAR and WALNUT

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana
Concentrating Yards:
Cairo, Illinois, and Troy, Tennessee
HEAVY OAK IS OUR SPECIALTY

DONN PIATT HARDWOOD CRATING

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods
BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City



A Good Workman—Plus Good Lumber

turns out good chairs. A skilled worker—the sort that produces a product on which the house builds its reputation—deserves the best in material and tools—and in return he will give his house the best possible workmanship.



Quick, reliable service through our general sales office at KANSAS CITY or any of the following branches:

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 DALLAS—1205 Southwestern Life Building
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 OKLAHOMA CITY—414 Insurance Building
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PICKERING
 SOUTHERN HARDWOODS

give this artisan and his fellow craftsmen throughout the industry that class of stock which commands their respect and admiration. Whether it be in forked leaf white oak, red oak, gum or other hardwoods, Pickering timber quality and manufacturing standards meet the expert craftsmen of the woodworking industry on their own ground.

W. R. PICKERING LUMBER COMPANY • KANSAS CITY, U.S.A.

MEMPHIS

TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER  VENEERS

MEMPHIS

ASH
10/4" No. 1 C. & B., 6 mo. 12,000'

COTTONWOOD
4/4" B.B., 13-17", 6 mo. 60,000'
4/4" B.B., 9-12", 6 mo. 75,000'
4/4" FAS., 13-17", 6 mo. 45,000'
4/4" FAS., 9-12", 6 mo. 150,000'
4/4" No. 1 Com., 4 mo. 200,000'
4/4" No. 2 Com., 4 mo. 75,000'

CYPRESS
4/4" No. 1 Com., 6 mo. 50,000'
4/4" No. 2 Com., 6 mo. 30,000'

ELM SOFT
5/4" L. R., 6 mo. 30,000'
6/1" L. R., 6 mo. 15,000'
5/4" L. R., 6 mo. 45,000'
10/4" L. R., 6 mo. 75,000'
14/1" L. R., 6 mo. 28,000'

QUARTERED RED GUM
5/4" No. 1 C. & B., 6 mo. 28,000'
8/4" No. 1 C. & B., 6 mo. 13,000'

PLAIN RED GUM
5/4" No. 1 C. & B., 6 mo. 45,000'
6/1" No. 1 C. & B., 6 mo. 45,000'
4/4" No. 1 Com., 6 mo. 75,000'

QUARTERED RED GUM, SND.
4/4" C. & B., 4 mo. 50,000'
5/4" C. & B., 4 mo. 75,000'
8/4" C. & B., 6 mo. 100,000'

PLAIN SAP GUM
4/4" No. 1 Com., 6 mo. 75,000'
5/4" No. 1 Com., 6 mo. 100,000'
5/4" FAS., 6 mo. 30,000'
6/4" C. & B., 6 mo. 30,000'

SOFT MAPLE
6/4" L. R., 6 mo. 35,000'
8/4" L. R., 6 mo. 45,000'
10/4" L. R., 6 mo. 30,000'

QUARTERED WHITE OAK
4/4" No. 1 & 2 C., 6 mo. 15,000'

PLAIN RED OAK
4/4" No. 1 Com., 6 mo. 100,000'
5/4" No. 1 Com., 6 mo. 200,000'
5/4" No. 1 Com., 6 mo. 75,000'

PLAIN WHITE OAK
6/4" No. 1 Com., 6 mo. 15,000'

Johnson Bros. Hardwood Co.

ASH
4/4 12/1" No. 2 C. & B., 2 cars

COTTONWOOD
4/1" 5" & Wtr., 16,000'

QUARTERED RED GUM
6/3" No. 1 Common, 18,000'

QUARTERED SAP GUM
8/3" FAS., 11,000'

PLAIN SAP GUM
8/3" No. 1 Common, 16,000'

PLAIN RED OAK
5/1" FAS., 9,000'

4/4" No. 1 Common, 63,000'

5/4" No. 1 Common, 28,000'

PLAIN RED OAK
8/4" FAS., 4,000'

10/4" FAS., 12,400'

4/4" No. 1 Common, 10,200'

5/4" No. 1 Common, 6,000'

6/4" No. 1 Common, 15,100'

8/4" No. 1 Common, 16,700'

10/4" No. 1 Common, 29,200'

4/4" Sound Wormy, 11,000'

8/4" Sound Wormy, 32,700'

4/4" No. 2 Common, 50,000'

5/4" No. 2 Common, 13,500'

6/4" No. 2 Common, 20,200'

8/4" No. 2 Common, 16,700'

10/4" No. 2 Common, 6,000'

QUARTERED WHITE OAK
4/4" FAS., 2,100'

5/4" FAS., 2,500'

6/1" FAS., 4,500'

4/4" No. 1 Common, 5,700'

4/4" No. 2 Common, 29,000'

5/4" No. 2 Common, 5,500'

6/4" No. 2 Common, 8,000'

POPLAR
4/4" No. 1 Common, 60,000'

8/4" No. 1 Common, 15,500'

4/4" No. 2 Common, 35,000'

Goodlander Robertson Lbr. Co.

ELM
4/4-12/1" No. 2 C. & B., 5 cars

PLAIN SAP GUM
5/8" FAS., 3 cars

5/8" No. 1 Common, 2 cars

1/1" FAS., 2 cars

4/4" No. 1 Common, 3 cars

5/4" FAS., 1 car

5/4" No. 1 Common, 3 cars

1/1" Box Bds., 9-12", 3 cars

4/4" Box Bds., 13-17", 3 cars

POPLAR
1/1" FAS., 2 cars

4/1" No. 1 Common, 2 cars

4/1" No. 2 Common, 1 car

PLAIN RED OAK
4/1" FAS., 1 car

4/4" No. 1 Common, 5 cars

4/4" No. 2 Common, 3 cars

5/4" FAS., 2 cars

5/4" No. 1 Common, 2 cars

6/4" FAS., 2 cars

6/4" No. 1 Common, 1 car

PLAIN WHITE ASH
5/8" FAS., 1 car

5/8" No. 1 Common, 2 cars

5/8" No. 2 Common, 1 car

1/1" FAS., 1 car

4/4" No. 1 Common, 3 cars

4/4" No. 2 Common, 2 cars

6/1" FAS., 1 car

6/1" No. 1 Common, 1 car

QUARTERED OAK
5/8" FAS., 1 car

5/8" No. 1 Common, 1 car

1/1" FAS., 2 cars

1/1" No. 1 Common, 4 cars

4/4" No. 2 Common, 3 cars

5/4" No. 1 Common, 3 cars

5/4" No. 2 Common, 1 car

6/4" FAS., 2 cars

6/4" No. 1 Common, 2 cars

8/4" FAS., 1 car

8/4" No. 1 Common, 1 car

Dickson & Lambert Lumber Co.

QTD. RED GUM, S. N. D.
5/4" Com. & Btr., 50,000'

6/4" Com. & Btr., 50,000'

PLAIN SAP GUM
4/1" No. 1 Com. & Sel., 75,000'

4/4" No. 2 Common, 75,000'

4/1" No. 3 Common, 100,000'

5/1" Com. & Btr., 100,000'

5/1" No. 2 Common, 100,000'

5/1" No. 3 Common, 100,000'

6/1" No. 2 Common, 50,000'

6/1" No. 3 Common, 100,000'

PLAIN RED GUM
4/1" No. 1 Com. & Sel., 100,000'

4/4" No. 2 Common, 100,000'

5/4" No. 1 Com. & Sel., 100,000'

5/4" No. 2 Common, 100,000'

6/1" No. 1 Com. & Sel., 50,000'

6/1" No. 2 Common, 100,000'

8/4" No. 2 Common, 10,000'

QUARTERED RED GUM
1/1" 1s & 2s, 15,000'

1/1" No. 1 Com. & Sel., 100,000'

1/1" Com. & Btr., 50,000'

8/4" Com. & Btr., 50,000'

PLAIN WHITE OAK
4/4" No. 1 Com. & Sel., 100,000'

4/4" No. 2 Common, 100,000'

4/4" No. 3 Common, 100,000'

4/4" Sound Wormy, 100,000'

PLAIN RED OAK
4/4" Com. & Btr., 15,000'

1/1" No. 1 Com. & Sel., 100,000'

1/1" No. 2 Common, 100,000'

QUARTERED WHITE OAK
5/4" FAS., 30,000'

4/4" No. 1 Common, 160,000'

5/4" No. 1 Common, 160,000'

6/4" No. 1 Common, 250,000'

8/4" No. 1 Common, 70,000'

1 1/2"-4 1/2" C. & B. Strips, 60,000'

1 1/2"-4 1/2" C. & B. Strips, 5,000'

1 1/2"-4 1/2" C. & B. Strips, 3,000'

PLAIN WHITE OAK
6/4" No. 1 Common, 80,000'

QUARTERED RED OAK
5/4" FAS., 40,000'

5/4" No. 1 Common, 100,000'

6/4" No. 1 Common, 12,000'

PLAIN RED OAK
5/4" No. 1 Common, 200,000'

6/4" No. 1 Common, 60,000'

OAK
4/4" Sound Wormy, 10,000'

5/4" Sound Wormy, 60,000'

QUARTERED RED GUM
8/4" No. 1 Common, 50,000'

PLAIN RED GUM
4/4" No. 2 Common, 60,000'

QTD. RED GUM, SND.
12/4" Com. & Btr., 250,000'

10/4" No. 1 Common, 50,000'

PLAIN SAP GUM
4/4" Com. & Btr., 100,000'

SYCAMORE
4/4" No. 2 Ccm. & Btr., 20,000'

HICKORY
8/4" Common, 70,000'

COTTONWOOD
4/4" Com. & Btr., 25,000'

GAYOSO LUMBER CO.

Specializing in

KILN DRIED
HARDWOODSWe have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECHWe Specialize in QUARTERED
WHITE OAK AND POPLAR

ASH
4/4" FAS., 3 cars
1/1" No. 1 Common, 2 cars
4/4" No. 2 Common, 2 cars
5/4" FAS., 1 car
5/4" No. 1 Common, 2 cars
5/4" No. 2 Common, 3 cars
6/1" FAS., 2 cars
6/1" No. 1 Common, 5 cars
8/4" FAS., 2 cars
8/4" No. 1 Common, 2 cars
10/1" FAS., 1 car
10/1" No. 1 Common, 1 car
12/4" FAS., 2 cars
12/4" No. 1 Common, 1 car
16/1" FAS., 2 cars
16/1" No. 1 Common, 1 car

PLAIN WHITE OAK
1/1" FAS., 2 cars
4/4" No. 1 Common, 8 cars

PLAIN RED OAK
4/4" FAS., 2 cars
1/1" No. 1 Common, 6 cars

CYPRESS
6/4" FAS., 2 cars
6/4" Selects, 3 cars
6/4" No. 1 Shop, 3 cars
8/4" FAS., 1 car
8/4" Selects, 2 cars
8/4" No. 1 Shop, 1 car

Tustin Hardwood Lbr. Co.

Main Office
MEMPHISSales Office
DETROIT

HARDWOODS

MEMPHIS

WHITE ASH		MISCELLANEOUS	
1" Select & Better	16,000'	12 1/2" No. 1 Com. & Btr.	60,000'
1" No. 1 Common	98,000'	11 1/2" No. 3 Com. & Btr.	15,000'
1" No. 2 Common	49,000'	16 3/4" Com. & Btr.	25,000'
5/4" Select & Better	11,000'	16 1/2" No. 1 Common	10,000'
5/4" No. 1 Common	24,000'		
5/4" No. 2 Common	78,000'		
6/4" Select & Better	21,000'		
6/4" No. 1 Common	35,000'		
6/4" No. 2 Common	13,000'		
8/4" Select & Better	25,000'		
8/4" Com. & Btr.	75,000'		
8/4" No. 1 Common	100,000'		
8/4" No. 2 Common	35,000'		
10/4" Com. & Btr.	100,000'		
10/4" No. 2 Common	11,000'		

Thompson-Katz Lumber Co.

ASH		MISCELLANEOUS	
4/4" FAS	2,000'	5/4" No. 1 Common	25,000'
5/4" FAS	11,000'	6/4" No. 1 Common	5,000'
6/4" FAS	7,000'		
8/4" FAS	13,000'		
4/4" No. 1 Common	16,000'		
5/4" No. 1 Common	54,000'		
6/4" No. 1 Common	22,000'		
8/4" No. 1 Common	34,000'		
10/4" No. 1 Common	6,000'		
4/4" No. 1 Shop	15,000'		
6/4" No. 1 Shop	7,000'		
4/4" No. 1 Common	16,000'		
5/4" No. 1 Common	8,000'		
6/4" No. 1 Common	9,000'		
4/4" Log Run	6,000'		
6/4" Log Run	10,000'		
8/4" Log Run	6,000'		
12/4" Log Run	19,000'		
5/4" FAS	5,000'		

Welsh Lumber Company

MILL AT
BYNG, MISS.F. W. DUGAN
J. R. COLLINSDUGAN LUMBER
COMPANY

Manufacturers and Shippers
Domestic and Export
Hardwood Lumber

QUALITY
GOLDEN RULE
SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

1 1/2" No. 1 Com. & Btr.	1 car	16 1/2" No. 1 Com. & Btr.	1 car
5/4" No. 1 Com. & Btr.	1 car	17 1/2" No. 1 Common	3 cars
1 1/2" No. 1 Com. & Btr.	1 car	5/4" No. 1 Common	3 cars
5/4" No. 1 Com. & Btr.	1 car	6/4" No. 1 Common	2 cars
5/4" No. 1 Com. & Btr.	2 cars	8/4" No. 1 Common	3 cars
6/4" No. 1 Com. & Btr.	3 cars	10/4" No. 1 Common	1 car
8/4" No. 1 Com. & Btr.	3 cars	12/4" No. 1 Common	1 car
10/4" No. 1 Com. & Btr.	3 cars	4/4" No. 2 Common	2 cars
12/4" No. 1 Com. & Btr.	3 cars	5/4" No. 2 Common	1 car
		6/4" No. 2 Common	1 car
		8/4" No. 2 Common	1 car

White Ash Our Specialty
John M. Woods Lumber Co.

We Specialize in Mixed Car Oak
Regular Widths and Lengths

QUARTERED WHITE OAK		QUARTERED RED OAK	
4/4" FAS	83,000'	4/4" FAS	20,000'
6/4" FAS	18,000'	4/4" No. 1 Com. & Sel.	53,000'
1/4" No. 1 Com. & Sel.	51,000'		
6/4" No. 1 Com. & Sel.	15,000'		
PLAIN WHITE OAK		PLAIN RED OAK	
1/4" FAS	25,000'	4/4" FAS	87,000'
5/4" FAS	2,500'	4/4" No. 1 Com. & Sel.	138,000'
10/4" FAS	1,000'		
12/4" FAS	5,000'		
16/4" FAS	2,500'		
4/4" No. 1 Com. & Sel.	139,000'		
5/4" No. 1 Com. & Sel.	6,000'		
6/4" No. 1 Com. & Sel.	2,000'		

Ferguson & Palmer Company

C. B. COLBORN
SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCK

My Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL
Standard sizes on hand for prompt shipment. Special items
cut to order.

438 RANDOLPH BUILDING

ASH		SAP GUM	
4/4" FAS	15,000'	4/4" FAS	85,000'
4/4" No. 1 Common	15,000'	4/4" No. 2 Common	175,000'
4/4" No. 2 Common	37,000'	6/4" Com. & Btr.	60,000'
5/4" No. 2 Com. & Btr.	60,000'	8/4" Com. & Btr.	250,000'
5/4" No. 2 Common	50,000'		
6/4" Com. & Btr.	40,000'		
8/4" Com. & Btr.	40,000'		
10/4" Com. & Btr.	60,000'		
12/4" Com. & Btr.	30,000'		
5/4" No. 2 Common	10,000'		
COTTONWOOD		PLAIN RED GUM	
4/4" Log Run	250,000'	4/4" No. 1 Common	300,000'
		4/4" No. 2 Common	275,000'
YELLOW CYPRESS		QUARTERED RED GUM	
4/4" Shop	90,000'	8/4" Com. & Btr.	110,000'
4/4" No. 1 & No. 2 Com.	500,000'		
5/4" Shop & Btr.	130,000'		
6/4" Shop & Btr.	45,000'		
8/4" Shop & Btr.	60,000'		
ELM		SOFT MAPLE	
6/4" Log Run	30,000'	(Sound Wormy No Defect)	
8/4" Log Run	6,000'	8"	250,000'
10/4" Log Run	10,000'	10"	125,000'
12/4" Log Run	10,000'	12"	75,000'

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

Specializing in

Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4 1/4" F&S	6 mos. dry	87,000'
4 1/4" No. 1 Common & Selects	6 mos. dry	164,000'
5 1/4" F&S	5 mos. dry	36,000'
5 1/4" No. 1 Common & Selects	5 mos. dry	83,000'
6 1/4" F&S	6 mos. dry	48,000'
6 1/4" No. 1 Common & Selects	6 mos. dry	94,000'
8 1/4" F&S	7 mos. dry	63,000'
8 1/4" No. 1 Common & Selects	7 mos. dry	137,000'
10 1/4" F&S	6 mos. dry	33,000'
10 1/4" No. 1 Common & Selects	6 mos. dry	81,000'
12 1/4" No. 1 Common & Selects	6 mos. dry	64,000'

The Mossman Lumber Co., Inc.

1 1/8" x 1 1/2" Log Run	50,000'
1 1/2" Log Run	12,000'
CYPRESS	
4 1/4" No. 1 Common & Btr.	50,000'
6 1/4" No. 1 Shop & Btr.	50,000'
ELM	
4 1/2" Log Run	15,000'
8 1/2" Log Run	16,000'
PLAIN RED GUM	
3 1/4" No. 1 Com. & Btr.	16,000'
1 1/2" No. 1 Common	55,000'
PLAIN SAP GUM	
4 1/2" No. 1 Common	10,000'
4 1/2" No. 2 Common	150,000'
4 1/2" No. 3 Common	75,000'
4 1/2" No. 4 Common	30,000'
4 1/2" Log Run	150,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

SERVICE

BASED ON PERSONAL ATTENTION

Having been associated with all phases of southern hardwood production and handling for many years, I am pleased to offer to careful buyers a personal service of unique and distinctive character. Address your inquiries to me personally.

D. S. WATROUS

805-6 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	QUARTERED RED GUM
3 1/4" No. 2 Com. & Btr.	4 1/4" No. 1 Com. & Btr.
5 1/4" No. 1 Common	5 1/4" No. 1 Common
5 1/4" No. 2 Common	6 1/4" 1s & 2s
6 1/4" 1s & 2s	6 1/4" No. 1 Common
6 1/4" No. 1 Common	8 1/4" No. 1 Common
6 1/4" No. 2 Common	10 1/4" No. 1 Com. & Btr.
PLAIN OAK	10 1/4" No. 1 Com. & Btr.
3 1/4" No. 1 Com. & Btr.	12 1/4" No. 1 Com. & Btr.
1 1/2" Sound Wormy	16 1/4" No. 1 Com. & Btr.
4 1/4" No. 3 Common	PLAIN SAP GUM
4 1/4" 1s & 2s (Red)	8 1/4" No. 1 Com. & Btr.
4 1/4" No. 1 Com. (Red)	

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

4 1/4" No. 1 Com. & Btr.	25,000'
8 1/4" No. 2 Com. & Btr.	50,000'
COTTONWOOD	
4 1/4" No. 1 Common	50,000'

PLAIN SAP GUM	
5 1/4" No. 1 Com. & Btr.	100,000'
5 1/4" No. 2 Common	100,000'
1 1/2" Pine & White No. 1	
18" up	15,000'
1 1/2" F&S	100,000'
4 1/4" No. 1 Common	150,000'
4 1/4" No. 1 Com. & Btr.	200,000'
5 1/4" No. 2 Common	100,000'

QUARTERED SAP GUM	
1 1/2" F&S	20,000'
6 1/4" No. 1 Com. & Btr.	50,000'

PLAIN RED GUM	
5 1/4" No. 1 Com. & Btr.	50,000'
4 1/4" No. 1 Com. & Sel.	200,000'
4 1/4" No. 2 Common	50,000'
5 1/4" No. 1 Common	50,000'

QUARTERED RED GUM	
1 1/2" No. 1 Com. & Btr.	10,000'
7 1/4" No. 1 Common	10,000'
10 1/4" No. 1 Com. & Btr.	17,000'
PLAIN RED OAK	
7 1/4" No. 1 Com. & Btr.	50,000'
3 1/4" No. 1 Com. & Btr.	100,000'
1 1/2" No. 1 Com. & Sel.	2,000'
1 1/2" No. 2 Common	100,000'
QUARTERED RED OAK	
4 1/4" No. 1 Com. & Btr.	150,000'
4 1/4" No. 2 Common	50,000'
PLAIN WHITE OAK	
1 1/2" No. 1 Com. & Btr.	50,000'
QUARTERED WHITE OAK	
1 1/2" No. 1 Com. & Sel.	50,000'
SOFT ELM	
6 1/4" No. 2 Com. & Btr.	100,000'
PECAN	
6 1/4" No. 2 Com. & Btr.	70,000'
8 1/4" No. 2 Com. & Btr.	100,000'

Pritchard-Wheeler Lbr. Co.
BAND MILLS: Madison, Ark.; Wisner, La.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

QUARTERED RED GUM	
6 1/4" No. 1 & Btr.	30,000'
8 1/4" No. 1 & Btr.	30,000'

PLAIN RED GUM	
4 1/4" No. 1 & Btr.	12,000'
4 1/4" No. 2 Common	50,000'
5 1/4" No. 1 Common	70,000'
6 1/4" No. 1 & Btr.	15,000'

QUARTERED SAP GUM	
6 1/4" No. 1 & Btr.	100,000'
7 1/4" No. 1 & Btr.	20,000'
8 1/4" No. 1 & Btr.	50,000'

CYPRESS	
4 1/4" No. 1 Common	20,000'
5 1/4" No. 1 Common	6,000'
8 1/4" No. 1 Common	7,000'

PLAIN SAP GUM	
4 1/4" No. 2 Common	100,000'
4 1/4" No. 1 & Btr.	50,000'
5 1/4" No. 2 Common	100,000'
6 1/4" 1s & 2s	46,000'
6 1/4" No. 1 Common	100,000'
6 1/4" No. 2 Common	50,000'

COTTONWOOD	
4 1/4" Box Bds. 13-17"	50,000'
4 1/4" Box Bds. 9-12"	0,000'
1 1/2" 1s & 2s	50,000'
1 1/2" No. 1 Common	10,000'
1 1/2" No. 2 Common	100,000'
6 1/4" & 8 1/4" Box Bds.	100,000'
ELM	
6 1/4" No. 1 Common	10,000'
6 1/4" No. 2 Common	28,000'
6 1/4" No. 3 Common	1,000'
SYCAMORE	
4 1/4" Log Run	0,000'
HICKBERRY	
4 1/4" Log Run	50,000'
PECAN	
8 1/4" Log Run	70,000'
LOCUST	
1 1/4" Log Run	0,000'
MAPLE	
6 1/4" Log Run	12,000'
PLAIN RED OAK	
3 1/4" No. 1 & Btr.	60,000'
3 1/4" No. 2 Common	30,000'
1 1/2" No. 1 & No. 2 Com.	0,000'

Mark H. Brown Lumber Co.

WHITE ASH	
1 1/2" No. 1 & Btr. 8-16"	2 cars
4 1/2" No. 1 & Btr. 8-16"	1 car
1 1/2" No. 1 & Btr. 10-16"	2 cars
4 1/2" No. 1 & Btr. 10-16"	1 car
8 1/2" No. 1 & Btr. 10-16"	5 cars
8 1/2" No. 1 & Btr. 10-16"	2 cars
10 1/2" No. 1 & Btr. 10-16"	5 cars
12 1/2" No. 1 & Btr. 10-16"	5 cars
14 1/2" No. 1 & Btr. 10-16"	5 cars
16 1/2" No. 1 & Btr. 10-16"	5 cars
1 1/2" No. 1 & Btr. 8-16"	2 cars
1 1/2" No. 1 & Btr. 10-16"	5 cars
1 1/2" No. 1 & Btr. 12-16"	5 cars
1 1/2" No. 1 & Btr. 14-16"	5 cars
1 1/2" No. 1 & Btr. 16-16"	5 cars
1 1/2" No. 1 & Btr. 18-16"	5 cars
1 1/2" No. 1 & Btr. 20-16"	5 cars
1 1/2" No. 1 & Btr. 22-16"	5 cars
1 1/2" No. 1 & Btr. 24-16"	5 cars
1 1/2" No. 1 & Btr. 26-16"	5 cars
1 1/2" No. 1 & Btr. 28-16"	5 cars
1 1/2" No. 1 & Btr. 30-16"	5 cars
1 1/2" No. 1 & Btr. 32-16"	5 cars
1 1/2" No. 1 & Btr. 34-16"	5 cars
1 1/2" No. 1 & Btr. 36-16"	5 cars
1 1/2" No. 1 & Btr. 38-16"	5 cars
1 1/2" No. 1 & Btr. 40-16"	5 cars
1 1/2" No. 1 & Btr. 42-16"	5 cars
1 1/2" No. 1 & Btr. 44-16"	5 cars
1 1/2" No. 1 & Btr. 46-16"	5 cars
1 1/2" No. 1 & Btr. 48-16"	5 cars
1 1/2" No. 1 & Btr. 50-16"	5 cars
1 1/2" No. 1 & Btr. 52-16"	5 cars
1 1/2" No. 1 & Btr. 54-16"	5 cars
1 1/2" No. 1 & Btr. 56-16"	5 cars
1 1/2" No. 1 & Btr. 58-16"	5 cars
1 1/2" No. 1 & Btr. 60-16"	5 cars
1 1/2" No. 1 & Btr. 62-16"	5 cars
1 1/2" No. 1 & Btr. 64-16"	5 cars
1 1/2" No. 1 & Btr. 66-16"	5 cars
1 1/2" No. 1 & Btr. 68-16"	5 cars
1 1/2" No. 1 & Btr. 70-16"	5 cars
1 1/2" No. 1 & Btr. 72-16"	5 cars
1 1/2" No. 1 & Btr. 74-16"	5 cars
1 1/2" No. 1 & Btr. 76-16"	5 cars
1 1/2" No. 1 & Btr. 78-16"	5 cars
1 1/2" No. 1 & Btr. 80-16"	5 cars
1 1/2" No. 1 & Btr. 82-16"	5 cars
1 1/2" No. 1 & Btr. 84-16"	5 cars
1 1/2" No. 1 & Btr. 86-16"	5 cars
1 1/2" No. 1 & Btr. 88-16"	5 cars
1 1/2" No. 1 & Btr. 90-16"	5 cars
1 1/2" No. 1 & Btr. 92-16"	5 cars
1 1/2" No. 1 & Btr. 94-16"	5 cars
1 1/2" No. 1 & Btr. 96-16"	5 cars
1 1/2" No. 1 & Btr. 98-16"	5 cars
1 1/2" No. 1 & Btr. 100-16"	5 cars

1 1/2" No. 2 Common	7,000'
5 1/4" No. 2 Common	8,000'
6 1/4" No. 2 Common	8,000'
8 1/4" No. 2 Common	2,300'
4 1/4" Sound Wormy	2,000'
COTTONWOOD	
1 1/2" Log Run	8,000'
SAP GUM	
7 1/4" No. 1 Com. & Btr.	5,000'
QUARTERED WHITE OAK	
4 1/4" No. 1 & No. 2 Com.	2,000'
CYPRESS	
1 1/4" No. 1 & No. 2 Com.	2,000'
PLAIN WHITE OAK	
4 1/4" No. 1 Common	1,000'
ASH	
4 1/4-16 3/4" No. 3 Com.	2,000'

Dudley Lumber Company

HARDWOODS

MEMPHIS

ASH
4 1/2" No. 1 & No. 2 15,000'
5 1/2" No. 1 & No. 2 20,000'
10 1/2" Log Run 5,000'

CYPRESS
1 1/2" No. 1 & No. 2 5,000'

ELM
1 1/2" No. 1 & No. 2 10,000'
5 1/2" No. 1 & No. 2 15,000'
8 1/2" Log Run 12,000'
10 1/2" Log Run 17,000'

SAP GUM
5 7/8" No. 1 Common 10,000'
5 7/8" No. 2 Common 20,000'
4 1/2" No. 1 Common 100,000'
1 1/2" No. 2 Common 100,000'
5 1/4" No. 1 Common 20,000'

QUARTERED RED GUM
1 1/2" No. 1 Common 15,000'

PLAIN RED GUM
1 1/2" No. 1 Common 50,000'

PLAIN RED OAK
1 1/2" No. 1 Common 200,000'
4 1/4" No. 2 Common 200,000'

QUARTERED RED OAK
1 1/2" No. 1 Common 25,000'

OAK
4 1/4" Sound Wormy 50,000'

POPLAR
1 1/2" No. 2 B & Btr. 200,000'
1 1/2" No. 2 & No. 3 10,000'

SYCAMORE
1 1/2" Log Run 125,000'
8 1/4" Log Run 50,000'

Brown-Everts Lumber Co.

ASH
16 1/2" Com. & Btr. 10,000'
12 1/4" Com. & Btr. 100,000'
10 1/4" Com. & Btr. 100,000'
8 1/4" Com. & Btr. 100,000'
6 1/2" No. 1 & No. 2 Com. 25,000'
5 1/4" No. 2 Common 4,000'
4 1/4" No. 1 & No. 2 Com. 90,000'
5 7/8" No. 2 Com. & Btr. 10,000'

CYPRESS
6 1/2" Com. & Btr. 5,000'
5 1/2" Selects 15,000'
5 1/2" FAS 5,000'
1 1/4" Shop & Btr. 11,000'

TIPELO
1 1/4" Box Boards 47,000'
1 1/4" FAS 6,000'
1 1/4" No. 1 Common 25,000'

RED GUM
1 1/2" Com. & Btr. 37,000'
5 1/4" Com. & Btr. 28,000'
6 1/4" Com. & Btr. 25,000'
8 1/4" Com. & Btr. 16,000'
10 1/2" Com. & Btr. 35,000'
12 1/2" Com. & Btr. 20,000'

SAP GUM
1 1/2" Parol 60,000'
1 1/2" Box Boards 100,000'
4 1/4" FAS 70,000'
1 1/2" No. 1 & No. 2 Com. 150,000'
5 1/4" Com. & Btr. 50,000'
6 1/2" Com. & Btr. 64,000'
8 1/4" No. 1 Common 18,000'

Memphis Band Mill Co.

"FOR DISCRIMINATING BUYERS"

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN SAP GUM	4 1/4" FAS 4 cars	PLAIN RED GUM	4 1/4" FAS 2 cars
5 1/4" FAS 1 car	4 1/4" No. 1 4 cars	QUARTERED RED GUM	4 1/4" FAS 1 car
5 1/4" No. 1 1 car	5 1/4" FAS 1 car	5 1/4" FAS 3 cars	5 1/4" FAS 1 car
5 1/4" No. 2 1 car	6 1/4" FAS 1 car	6 1/4" FAS 4 cars	6 1/4" No. 1 1 car
8 1/4" No. 1 1 car	8 1/4" FAS 1 car	8 1/4" No. 1 1 car	5 1/4" No. 1 2 cars
5 1/4" No. 2 3 cars	4 1/4" No. 1 1 car	5 1/4" No. 1 3 cars	6 1/4" No. 1 3 cars
4 1/4" Box Bds., 13-17" 5 cars	5 1/4" No. 1 3 cars	8 1/4" No. 1 6 cars	
QTD. RED GUM, SND.	4 1/4" FAS 1 car	PLAIN RED OAK	4 1/4" FAS 1 car
4 1/4" FAS 1 car	4 1/4" No. 1 1 car	4 1/4" No. 1 1 car	4 1/4" No. 2 2 cars
6 1/4" FAS 2 cars	4 1/4" No. 2 2 cars	PLAIN WHITE OAK	4 1/4" No. 1 5 cars
8 1/4" FAS 5 cars	5 1/4" No. 1 4 cars		
4 1/4" No. 1 1 car	6 1/4" No. 1 2 cars		
5 1/4" No. 1 4 cars	8 1/4" No. 1 2 cars		
6 1/4" No. 1 2 cars			

The Frank A. Conkling Co.

SOUTHERN HARDWOODS
Mills: Issaquena, Miss.; Percy, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

SAP GUM
4 1/2" 1s & 2s 5 cars
5 1/4" 1s & 2s 2 cars
6 1/4" 1s & 2s 5 cars
Box Bds., 13-17" 4 cars
Box Bds., 9-12" 7 cars

4 1/4" No. 1 Common 10 cars
5 1/4" No. 1 Common 2 cars
6 1/4" No. 1 Common 10 cars

RED GUM
4 1/4" 1s & 2s 3 cars
5 1/4" 1s & 2s 2 cars
6 1/4" 1s & 2s 2 cars

4 1/4" No. 1 Common 10 cars
5 1/4" No. 1 Common 3 cars
6 1/4" No. 1 Common 5 cars

QUARTERED SAP GUM
4 1/4" Com. & Btr. 5 cars
5 1/4" Com. & Btr. 3 cars
6 1/4" Com. & Btr. 8 cars

8 1/4" Com. & Btr. 5 cars

QUARTERED RED GUM
4 1/4" Com. & Btr. 3 cars
5 1/4" Com. & Btr. 2 cars
6 1/4" Com. & Btr. 3 cars

PLAIN RED OAK
4 1/4" 1s & 2s 3 cars
5 1/4" 1s & 2s 2 cars
4 1/4" No. 1 Common 10 cars

5 1/4" No. 1 Common 5 cars
6 1/4" Com. & Btr. 2 cars

ELM
1 1/4" Log Run 2 cars
6 1/4" Log Run 8 cars
8 1/4" Log Run 7 cars

10 1/4" Log Run 4 cars

POPLAR
4 1/4" Sap & Btr. 2 cars
4 1/4" No. 1 Common 5 cars
4 1/4" No. 2 Common 4 cars

Dacus-Richards Hardwood Co.

QUARTERED WHITE OAK
1 1/2" FAS 10,000'
3 1/2" FAS 10,000'
1 1/2" FAS 22,000'
8 1/2" FAS 10,000'

3 1/2" No. 1 Common 11,000'
1 1/2" No. 1 Common 17,000'
3 1/2" No. 1 Common 19,000'

4 1/4" No. 1 Common 105,000'
5 1/4" No. 1 Common 15,000'
6 1/4" No. 1 Common 20,000'

8 1/4" No. 1 Common 31,000'
4 1/4" 1 1/2" Strips, SND 10,000'
1 1/2" 5/2" Strips, SND 10,000'

QUARTERED RED OAK
1 1/2" FAS 40,000'
4 1/4" No. 1 Common 17,000'

PLAIN WHITE OAK
1 1/2" No. 1 Common 111,000'

PLAIN RED OAK
1 1/2" FAS 11,000'
1 1/2" FAS 21,000'
5 1/2" FAS 25,000'

1 1/2" FAS 25,000'
3 1/2" No. 1 Common 109,000'
4 1/4" No. 1 Common 35,000'

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6 1/4" No. 1 Com. & Btr. 3 cars

8 1/4" No. 1 Common 5 cars

PLAIN RED GUM
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6 1/4" No. 1 Common 1 car

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That the railroads cannot afford to decrease their revenue. That they must be guaranteed that the decrease in rates will assure larger tonnage.

That freight charges are but a small part, in any event, of total cost of anything—of the completed house, for example. Some thought should convince everyone:

That decrease in rates will enable the railroads to earn a greater total of revenue than can be had from the present prohibitive rates.

That the logic of a reduction would be to stimulate all activity and consequently to progressively increase the tonnage to be carried.

That the contention that the element of freight is so comparatively small in the total is not sound. The same claim could be made in respect to every ingredient going into a building.

Lumber represents only about 8% of the cost of a representative building. No one item (except labor) standing alone represents a large percentage of the total.

The attitude of the railroads, if taken by all, would mean that no reductions would be made; and this reduces the position to an absurdity.

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Hardwood Record

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Review and Outlook

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General Market Conditions

THE RECORD DURING THE PAST TWO WEEKS bears out the predictions made at intervals during the current depression period indicating that the progress towards improved business would be inconsistent in its daily program though maintaining in general a fairly consistent course upwards. With a market balance in so delicate a position the trade is naturally sensitive to minor influences which under more normal times would escape unnoticed. During the present groping for improvement all tendencies are observed even though in themselves they may be of distinctly minor importance.

Thus it has followed during the past three weeks that a period of even greater slackness has prevailed. Insofar as this applies directly to the lumber business it may be assumed that it has resulted from a variety of local and minor influences which banded together have assumed far more effective proportions than could possibly result with a more favorable volume of business moving.

Among such influences are the ever present inactivity of railroad buying. Linked with it today, though, is the result of efforts in various large sections to bring labor charges down to a more reasonable basis. Resulting strikes have completely tied up various large consuming markets. The movement of hardwood lumber is invariably regulated by the movement of furniture to the retail stores. It is true that retailers in the main have allowed their stocks to become very much broken in spite of a fairly consistent movement into consumers' hands. Retailers' experience with furniture prices has not been such as to inspire any substantial measure of buying. In approaching the July markets the furniture manufacturing trade is apparently cognizant of the general necessity for eliminating all inflation of prices and figuring sales marks on the basis of present cost without regard to former selling prices. If the idea can be sold to the retailers that these figures represent rock bottom markets, they in turn are apparently in position to place a fair volume of business. It is impossible, though, at this date to make even an intelligent guess at the probable results from the July markets, and in the meantime until this factor is established, it is not likely any substantial volume of business will be placed by the furniture manufacturers.

Any honest analysis of conditions prevailing during the past few weeks must state that the dominant note is far from satisfactory, and that depression has been augmented rather than lessened. At the same time the old reliable principals of supply and demand still govern. The most pronounced feature of any news columns as dealing with the forest products industries at present is the consistent

report of shut-down of operations in the manufacture of hardwood lumber and veneers and the almost total absence of activity in log production. In other words, not only have the saws shut down but the organizations normally engaged in producing raw material have also ceased. At present about the only real activity is found in northern operations where, due to the winter sawing custom, a fair supply of logs is still on hand requiring to be cut. Thus production can fairly be assumed to have kept approximate pace with volume of consumption.

It seems that it is growing more and more difficult to analyze the future. This difficulty arises primarily from the inconsistencies of evidence. At the same time that distress offerings of many items of hardwood stocks are being forced onto the market, one finds by careful analysis of stock sheets and other forms sadly broken supplies which it will be impossible to replenish for a long time in the future. One also finds reports of almost total absence of building activity in some sections, at the same time other large sections show record-breaking building statistics.

Boiled down to the ultimate analysis there is little use in trying to gain encouragement or of being influenced in the opposite direction by developments from week to week. The condition in which we find ourselves is too basic to be reckoned on shortsight calculations as it essentially involves buying power which in turn reflects earnings. It is true that manufacturers selling during the recent boom times at inflated prices realized that the turn must eventually come but it is doubtful if anyone foresaw the terrific reaction which has since taken place in the public mind. The term "buyer's strike" was created by propaganda but it fitly describes the course of events since the balloon burst. Since then the determination not to buy has become a vertiable state of mind with the people at large. This result reflects with especial clarity the tendencies of our poulation. Democracy as exemplified in the various departments of the government in the country has been largely ridiculed as being anything but representative, because our people are prone to accept in more or less facetious mood the violations of office indulged in by many of the men intrusted with the duties of government. This apparently humorous attitude continues until the strain is too great when the whole rogame is completely upset. The buyer's strike reflects the same condition. The people were too busy making money to figure carefully on how they spent it, until it finally became apparent that the average man could not make quite enough to keep up with his necessary expenditures. So today even those who have money are still more or less influenced by the habit of not buying, although realiza-

tion that some basic commodities are down about to normal production costs is bringing about a gradual stimulation. There is still a lot of money in this country and it will gradually be drawn in increasing volume back into trade as the people who control it become fully convinced that sales prices again reflect honest values.

Great encouragement may be derived from the apparent tendency in various major branches of wood using industries to forget former inflation and regulate current offerings on the basis of actual inventory value. In other words, stimulation in cost and selling prices tending to create a greater measure of confidence in future markets is gradually being wrought from the chaos of figures that has prevailed during the past eighteen months. The test will come at the July furniture shows where as stated the manufacturers will come together with the determination that standardization in prices will govern. The retailer will thus be enabled to determine his purchasing requirements and as his goods are badly broken the probability is that he may place considerable business at that time.

On the Knees of the Gods

WISE COUNSEL WAS UTTERED on both sides of the sales code question at the National Hardwood Lumber Association convention in Philadelphia, June 10, but after all was said and done the decision was made in the interest of progress. However, the progressiveness of the decision was tempered with the conservatism of the opponents of the code idea, which was indeed a good thing. A hardwood sales code is a very pronounced departure from precedent; it means adventuring into an uncharted sea. Meaning this, it is well that the matter is not to be handled hastily, but that it is to receive prolonged and careful consideration. **HARDWOOD RECORD** must commend the conservatives of the association for their fearfulness of new things while praising the advocates of the code for their inspiration. The responsibility of the National Hardwood Lumber Association is very great; it has a dignity and an authority to sustain. What it gets behind it will stand behind and push through. Therefore, it must be most circumspect about what it gets behind.

During the discussion of the question of whether there should be a code, J. H. Maassen of Memphis projected a meaty thought into the debate—one that is worthy of no little rumination. He said that a customer of the firm he represents complained about the grades of a car of hardwood lumber. The car had been carefully loaded under national rules at the point of origin by the firm's inspector, but after the "kick" was made a National inspector was put on. The official inspection developed some off grade stuff. "The market was declining; the car was refused," to use the words of Mr. Maassen. The case was put into the hands of an attorney. The attorney said: "Maassen, I know the law on this is very plain, but what is the custom of the trade?" "There's where he had me—The custom of the trade," said Mr. Maassen. "That is to say, if it is going up take the lumber; if it is going down refuse it."

Now it is hardly necessary to say that that is a most deplorable, an insufferable custom. It ought to be made taboo somehow by a sales code or otherwise. If a sales code will do it, that is one powerful argument for a sales code.

There, no doubt, are other abuses in the trade that might be eliminated, or at least outlawed, by the creation of a "constitution of morals."

The question is by no means settled, of course. The committee which President Taylor authorized to appoint to draft a code has a hard and long job before it, which will require not only work and brains, but inspiration. When they have finished the result of their labors must run the gauntlet of the association's membership at the 1922 convention. This test may result in no code, or it may give the industry an instrument which will result in immeasurable good to all concerned and always be a source of congratulation.

It is already a matter of congratulation that the code was debated with statesman-like dispassion; that the debaters maintained an attitude of true sportsmanship throughout and every one was willing to be satisfied with the result of the duly registered vote.

A Dash of Vanity, Please

ACCEPTING THE ELECTION to a second term as president of the National Hardwood Lumber Association Horace F. Taylor of Buffalo made a few remarks concerning the hardwood lumber business that can not easily be over-emphasized. "There is one fault with the lumbermen," said Mr. Taylor. "We don't rate high enough the industry in which we are engaged. We don't shout enough for it. We don't publish our rights enough. We are taking the bad end of the stick all the while. You can hardly pick up a daily newspaper that you don't see charges that the lumberman is a robber, from the tree to the finished product, all along the line. There is no business that can equal the lumber business. Think of the horizon that you have got in the lumber business, both economic and social."

It is true, the lumberman is modest, but his humility is a virtue as well as a fault. It will do him good to occasionally consider that there is much in the fact of being a lumberman in which one should take pride. The business is dignified, virile and absolutely indispensable. The lumberman is not a parasite. He earns his keep in this paradise of worms and it might have a salutary effect on some of the other worms if the lumberman should every now and then rear up on his hind feelers and tell 'em about it. There is many an ass who brays at the lumbermen who is doing less for the development of these United States than any one of them, who works hard and intelligently taking timber out of the forests and converting it into boards. There are a great many politicians and such like that the country could spare with much less hurt to its well being than it could the boards which the lumbermen produce. Yes, the quiet spoken lumberman may not caress the public ear with the silver-tongued clatter of the demagogue, nor delight the eye with artistic haberdashery, but he hath his uses.

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Forestry Legislation

**By George N. Ostrander*

President of the Empire State Forest Products Association

Editor's Foreword:

Space would not permit the publication of Mr. Ostrander's address in the June 10 issue of *HARDWOOD RECORD*, along with the telegraphic report of the sessions of the National Hardwood Lumber Association in Philadelphia. However, the address is being used at the first opportunity since then, because it elaborates and explains the important resolution on the National forestry policy which the convention adopted. This resolution was written by Mr. Ostrander, who was probably the first member of the lumber industry to discover the lurking menace to the industry in the Snell Bill as well as the Capper Bill. The Capper Bill, with its very obvious intention to fasten Government control and operation on the lumber industry, was condemned from the first, but the Snell Bill has received strong and wide support in the rank and file of the lumber industry. Mr. Ostrander first pointed out the dangers in the Snell Bill nearly a year ago when he addressed the Empire State Forest Products Association on the subject of a national forestry policy. In this address he voiced the opinions which crystallized in the National Hardwood Lumber Association resolution.

Mr. President and Gentlemen:

It is an honor, which I greatly appreciate, to be invited to address this meeting upon a subject of such intense, present interest as forestry legislation. Forestry legislation is so intimately related to the property rights and economic practices of the lumber industry that each proposal for such legislation should be closely scrutinized and carefully analyzed to ascertain whether such rights may be invaded, and to guard against the enactment of unwise economic plans. For two years, public attention has been focused upon this subject through a campaign of the United States Forest Service to establish a National Forest Policy. It is my purpose today to present some observations on this campaign and the legislation which it has proposed and to submit certain recommendations in relation thereto.

The Chief Forester of the United States early in 1919 proposed a program for the protection and beneficial utilization of our forest resources, and for their renewal and continuance. The principles of the proposed program were stated to be, fire protection, the extension of public forests, forest renewal, protection against insects and disease, economic utilization, reform in taxation, a survey of forest resources, land classification, forest loans, forest insurance, and the mandatory regulation of the practice of forestry on private timber lands, to assure fire protection and forest renewal. This campaign proceeded with little respect, either for the property rights or the economic practices of the lumber industry.

In publications of the Forest Service and in many addresses made by the Chief Forester, uncontrolled lumbering practices were condemned in reproachful terms, as against the public welfare and in violation of the ordinary duties and obligations of citizenship, and the general conduct of the lumber industry was frequently asserted to be reckless, extravagant and destructive.

The commercial timber tract, it was alleged, had usually been purchased and held with a view of exploiting the timber and not with a view of a permanent productive enterprise. The handling of commercial timber lands was stated to be almost wholly by methods of exploitation, and the purpose of the owner in holding land temporary, his interest being in the growing timber only.

Col. Graves' Principles

Col. Graves, the then Chief Forester, in certain public addresses, stated: "The public interests in the right handling of private

*Address delivered at the twenty-fourth annual meeting of the National Hardwood Lumber Association, Philadelphia, Pa., June 9, 1921.

forests are so great that the matter cannot be permitted to drift any longer without definite action. Our nation and the individual States cannot afford to permit the forests to be dissipated, as is now being done, without measures for replacement. The public cannot afford to permit the different localities and the nation at large to suffer the injurious consequences of forest dissipation. The public must take steps to stop destructive processes now going on and substitute for them constructive methods of forestry.

"To bring about the practice of forestry on private lands, there will be required more far-reaching action, both on the part of the private owner and the public than has heretofore been proposed. In order to safeguard its own interests, the public should make it mandatory for all timberland owners without discrimination to adopt adequate measures for fire protection for forest replacement."

Circumstances connected with the war may offer an excuse for this lack of respect, either for the property rights or for the citizens engaged in the lumber industry, as it seems to have proceeded upon the misapprehension that governmental control and regulation of industry had become a fixed and approved American policy.

These proposals of the Forest Service have found legislative expression in a Bill introduced in Congress by Mr. Snell of New York.

Section 1 of this Bill provides: "That the Secretary of Agriculture, through the Forest Service, is hereby authorized and directed, in co-operation with appropriate officials of the various States, or other suitable agencies, to recommend for each forest region of the United States the essential requirements in protecting timbered and cut-over lands from fire in reforesting denuded lands, and, where and to the extent necessary, in the cutting and removing of timber crops by such methods as will promote continuous production of timber on lands chiefly suitable therefor; and the Secretary of Agriculture is further authorized on such conditions as he may determine to be fair and reasonable in each State to co-operate with the various States and through them with private and other agencies within the States in bringing into effect such essential requirements favorable for forest protection and renewal, with a view to furnishing a continuous supply of timber for the use and necessities of the people of the United States."

By Section 2 of the Act, the Secretary of Agriculture is authorized to withhold co-operation in whole or in part from States which do not comply in legislation or in administrative practices with such requirements as shall be established in accordance with Section 1, which I have just quoted. This co-operation, it should be borne in mind, is effective only through the subsidy of federal appropriation for the benefit of the States.

Forest Policy Is Missed

These are the only provisions in the Bill which relate to forestry upon private timber lands. It is apparent from even a casual reading of them that the Bill avoids completely a legislative definition of any policy for forestry on private timber land, or, in fact, any forest policy at all. The only provision in the Bill which relates to a forest policy is that the Forest Service, through the Secretary of Agriculture, may suggest what it conceives to be "essential requirements" for the purpose of providing adequate protection against forest fires, for reforestation of denuded lands, and for other purposes, all essential to continuous forest production. There is no definition whatever of what may constitute these "essential requirements." The determination of these requirements is left entirely within the discretion of the Secretary of Agriculture.

It may be proper at this point to observe that there are so many possible interpretations of what these "essential requirements"

may prove to be that it is obvious that the door has been left wide open for the escape at such time and in such manner as may be found convenient or necessary, of those who have "endorsed" this Bill. Naturally the Forest Service favors these provisions, which, in fact, transfer to it the constitutional authority of Congress to legislate upon a highly important and controversial subject. There could not have been any meeting of minds in the legal sense among the endorsers of legislative terms so ambiguous and uncertain as those which I have quoted. Evidence of what may be the determination of the Forest Service upon "essential requirements" is already at hand, in the plan submitted by the Society of American Foresters, and expressed in legislative terms in bills introduced in the Senate by Mr. Capper. This legislation proposes complete governmental regulation and control of the cutting practices of the lumber industry, as well as to require standard accounting systems, periodical reports on production, orders, shipments, sales, distribution of costs, and, finally, the right to control production when such action is determined to be necessary for the public good in the opinion of the commission created by the bill. These alarming proposals illustrate clearly the possibility of delegating the legislative authority to define a National Forest Policy to a single administrative department. The study of these bills yields little satisfaction so far as actual progress toward a definite Forest Policy is concerned. The Capper Bill is of extremely doubtful validity, and its economic plans wholly impracticable. The Snell Bill begs the question and transfers it to the State legislatures for a combat between federal appropriations and the lobby, which may oppose the "essential requirements" of the Secretary of Agriculture. This is clearly an unsatisfactory situation. The time is ripe to correct it. The people are now ready to solve their problems with full respect for constitutional principles and in consonance with American ideals. Such a solution need not be feared by any citizen or class of citizens. With prejudice and dissimulation eliminated, the lumbermen as a class, and as individual citizens, must proceed to a frank, open and unselfish support of a rational forest policy, insisting always upon their rights and in return fully and freely discharging their obligations as citizens.

Must Respect Private Rights

I think it may be conceded that the use of forest land in such a manner as to be a detriment to the public health and morals and in defiance of public welfare would create a situation of sufficient importance to warrant legislative interference, but such interference must proceed with the strictest regard to the right of the private property owner, and only in cases amounting to an obvious public necessity. In such cases legislation would be justifiable and within the scope of the police power to prevent destruction and injury to standing timber by fire; to provide for improvements needed for the prompt detection and suppression of fires; to reduce the inflammability of forests. These requirements may include patrols, trails, lookout stations, top lopping, burning brush, controlled selected areas and other reasonable measures for the purposes stated. The same may be said of legislation, to check the depredations of insects and disease. Economic utilization is a question of practice and beyond the control of mandatory legislation, excepting perhaps to provide for its honest and fair conduct. Legislation may also accomplish something in this respect through educational measures and through the dissemination of information in relation to the utilization of forest products.

Where Police Powers Stop

The extension of the police powers to the problem of forest replacement by laws to restrict the owner of forest lands, in the use of them without compensation therefore presents a wholly different question, and if we are to guard against grave injustice to the owners of such property, we must proceed with a clear understanding, not only of the legal aspect of the public and private rights involved, but of the policy of the American people in relation to the governmental regulation and control of industry. The police power is extra constitutional, there is no hard and fast definition of it. It is generally speaking an inherent sovereign power for the

protection of the health, morals and general welfare of the people. There is no doubt of its extensive scope for those purposes. It must, however, be applied with due respect for definite constitutional limitations. The Constitution provides, in definite terms, that private property shall not be taken without compensation to the owner therefor. Thus the boundaries of the police power are limited to laws which do not operate to "take" private property. The real test in each case is whether the restrictions imposed amount to a "taking" of private property. To illustrate, a restriction that merchantable trees under a certain size could not be cut would, in my opinion, constitute a taking of private property, within the meaning of the Constitution, and for that reason would be beyond the exercise of the police power. The same may be said of restrictions providing that certain trees be left for seeding or for other protective purposes. If the public interest is such that the property must be, all or in part, taken for a public purpose the Constitution specifically provides the method of taking such property through appropriation, and the payment to the owner of proper compensation therefor.

Thus far I have spoken solely of the legal rights involved. To my mind there is nothing in these that need disturb any citizen. The danger arises when an attempt is made to subordinate these rights to the desire of one class of citizens to impose upon another class an undue and unjust proportion of the public burden. This brings us to the question of public policy, which is the real issue here. If I correctly interpret the present state of the public mind and of the expression of it through the Federal Administration, it is distinctly opposed to interference with the conduct of business affairs, except and only to the extent necessary to enforce the practice of common honesty and fair dealing. I do not understand it to be the present public policy to use the strength of the Government to impose an undue burden upon any class of citizens, or to be disposed to emphasize the strength of the Government, for the sole purpose of satisfying the desires of those who preach progress with little or no knowledge of the practical aspects involved.

I stated in an address at Utica, N. Y., last December, that Congress would not enact any such proposals as are contained in the forestry legislation now pending in Congress, and I am informed on excellent authority that it has no present intention of making such enactments. The reason may be that the Administration is not friendly to Federal regulation of business, or it may be that the proponents of the legislation have failed to convince Congress of its true meaning, and of the sincerity of their support. In any event, I reaffirm the belief that the time is ripe for the enactment of forestry legislation, based upon sound American principles. These principles seem to me to be:

American Forestry Principles

1. Adequate protection to prevent the destruction or injury of standing forests by fire; the burden for such protection to be shared by the public and the owner of the land.
2. The extension of ownership, especially of protective areas and cut-over and denuded lands, by both Federal and State purchases.
3. Reforestation on public lands and liberal inducement to owners to reforest private lands.
4. Forest surveys and the classification of lands suitable for forest production.
5. Forest perpetuation and renewal with public assumption commensurate with public benefit of all burdens imposed upon the owners of private timber land.

These principles are sufficient in outline to comprehend the obvious details of the several programs which have been discussed, and seem to me to present a safe platform for both public and private interests and to promise actual co-operation and progress.

In conclusion may I express the hope that this association will not lend its influence or support to legislation which does not clearly define in legislative terms the policy proposed and which does not fairly distribute the burden of forest perpetuation between public and private interests?

Details of Lumber Statistics Plan

Detailed information on the plan for co-operation between the Department of Commerce and manufacturers of lumber in the collection and dissemination of lumber statistics is given by Dr. Wilson Compton in a bulletin issued from the headquarters of the National Lumber Manufacturers' Association in Washington, D. C., on June 11. This information describes the method which has been developed since the conference with Secretary Hoover on May 24, when the representatives of various lumber trade associations, including the American Hardwood Manufacturers' Association, agreed to co-operate with the government in this endeavor. Dr. Compton's bulletin follows:

The action taken at a conference between Secretary of Commerce Hoover and representatives of the lumber industry on May 24, 1921, has been widely published in the trade press.

Participating in that conference were representatives of the National Lumber Manufacturers' Association and of each affiliated association, the American Hardwood Manufacturers' Association, the Southern Lumber Exporters' Association and the Lumber Manufacturers of Southern New England. The representatives of these associations assured Secretary of Commerce Hoover of their purpose to join with the Department of Commerce in the effort to make available promptly and regularly essential statistical information about supply and demand conditions in the lumber industry.

By resolution of the associations thus represented at the conference the matter of working out with the Secretary of Commerce the specific details of a practical plan for co-operation was placed in the hands of the secretary-manager of the National Lumber Manufacturers' Association.

It was furthermore understood that the associations participating in this conference would agree to the general plan thus worked out. Pursuant to this action the National Lumber Manufacturers' Association has since the conference on May 24, been constantly in touch with the Department of Commerce and the officials of the Bureau of the Census.

INFORMATION DESIRED

The Secretary of Commerce first proposed that information to be secured be confined to the following: (1) Production, (2) stocks, (3) consumption. Subsequent discussion indicated that information as to consumption was difficult to obtain, and at best could not be furnished by the lumber manufacturers. It was finally agreed that information to be solicited would be: (1) Production, (2) stocks, and (3) shipments.

"Subsequent to the conference of May 24 it has developed in the judgment of the Department of Commerce that an effort should be made to secure regularly and promptly the prices on actual sales of representative items in building materials, including lumber.

MONTHLY REPORTS

The present plan of the Department of Commerce is to secure monthly reports from regional associations, by wire or by letter, giving essential information compiled by such associations; also to secure similar information from representative mills outside of present association members.

Report to the Department of Commerce from associations are to be totals or averages, as the case may be, compiled by the associations themselves. Information is to be in possession of the department by the end of a definite short period after the end of the month. Information thus received and compiled from all regions is to be immediately released for publication and to be made available at once for the lumber industry.

PRODUCTION

Present plans tentatively include monthly production statistics separately for each leading species, as follows:

Softwoods: Longleaf yellow pine, North Carolina pine, Douglas fir, western pine, Idaho white pine, California sugar pine, California redwood, California white pine, spruce, cypress, hemlock, northern pine.

Hardwoods: Birch, maple, oak, gum, elm, ash, poplar, chestnut, hickory, basswood, tupelo, walnut, cottonwood.

Production statistics are desired separately by species, but not by grades.

SHIPMENTS

Shipment statistics will probably also be kept separate by species only, with no effort to distinguish between the grades of product shipped.

STOCKS

In the statistics of stocks more detailed classifications are expected to be followed. The chief classifications have to do with species, grade and thickness. In the case of the major hardwoods, in a general way the grades to be shown separately for each species will be firsts and seconds, selects, No. 1, No. 2 and No. 3 common, with, of course, some variations in individual species.

In the case of softwoods a similar plan of general classification will be followed showing separately the clears, first and seconds, No. 1, No. 2 and No. 3 common, etc., with, of course, variations made necessary by the grading rules applying to individual species.

As to thickness no conclusion has as yet been reached whether classification also by each grade separately will be sufficient or whether classification by various thicknesses will be required.

Obviously, however, boards, dimension, and timbers must be kept separate.

PRICES OF ACTUAL SALES

In the reporting of prices lumber will be classified by species, by grades, and by thickness. It is expected, however, that the statistics will be confined to the major species furnishing building materials; recognized standard grades of lumber used for construction purposes, and standard thicknesses universally applied by the trade to each particular species.

For instance, longleaf yellow pine prices would thus be reported separately for each grade, and for each standard size as determined upon in the plan for reporting. Timbers would be shown separately; also No. 1 common boards, for example, would be shown, separate from No. 1 common dimension.

FURTHER DISCUSSION

As result of preliminary discussion with representatives of the Department of Commerce and Bureau of the Census, the conference will be held soon with the Secretary of Commerce in order to reach as nearly as possible specific conclusions as to the degree of detail to which the lumber statistics of production, shipments, stock and prices will be requested.

As soon as possible, therefore, a further report will be made to the regional associations indicating additional progress made in working out a plan for this co-operation with the Department of Commerce.

Each subscribing association except one was represented personally at the conference on May 24. It is impracticable to report in this manner the evidence given the lumber industry's representatives at that time by the Department of Commerce of the department's purpose to surround this co-operative activity with every possible safeguard to the industry.

For instance, this work will be done by and through the Bureau of the Census. This means that the information thus acquired will not be available to any other department of the government for any purpose.

Furthermore, the Department of Commerce in this activity desires the direct co-operation of the various associations, and its plan for compilation and exchange of statistical trade information is in its opinion impracticable without the active assistance of the associations.

The working out of definite plans with the Secretary of Commerce having been left by the regional associations to the secretary-manager of the National Lumber Manufacturers' Association, this work is being continued with the definite purpose to insure its success. It is the belief of the officers of the National association closely identified with this work that the success of this enterprise with the Department of Commerce is a matter of much, and immediate, importance, to the lumber industry. It is the purpose, therefore of the National association with the authority lodged with it to represent the regional associations in this latter, to aid the Department of Commerce in every possible way, to formulate a practicable plan insuring promptness and accuracy of reports. It confidently expects the support of the subscribing associations in this activity.

Transit Car Hearing Is Held

Testimony for and against the elimination of the \$10 per diem penalty on transit cars held for reconsignment was taken by the Interstate Commerce Commission through U. S. Butler, assistant chief examiner, at Chicago, from Monday to Friday, June 13 to 17, at the hearing on I. C. C. Docket No. 11818. The American Wholesale Lumber Association vs. Aberdeen & Rockfish Railway, et al.

The complainant and others intervening in favor of its plea introduced witnesses to show that the penalty seriously interferes with the marketing of the product of the small lumber mills of the country that are compelled to sell their lumber through wholesalers, who finance them; this interference, it was said, resolves into a burden of increased cost to the consumer, because the reconsigned shipments of lumber may be bought cheaper than the direct shipments. Continued enforcement of the penalty would result in the elimination of transit lumber, because the wholesaler could no longer afford to finance the smaller producer, or do business, in fact. This would result in the concentration of lumber production in the hands of a comparatively few large operators who could

maintain their own sales forces. This would constitute a monopoly and would inevitably mean much higher prices for lumber. Retention of the penalty would seriously affect small retail yards and tend to drive them out of business, it was also claimed. If these small dealers could not buy transit lumber they could not stay in business, because they could not carry large enough stocks to serve their trade. In general the penalty was described by the complainants as unfair and discriminatory.

The complainants maintained that they did not believe in the retention of a car under load and asserted that they never purposely did so. But the forty-eight hour free time, they said, is too brief. They protested against the inclusion of Sundays, legal holidays and Mondays following legal holidays in this free time. They also objected to the frequent declaration by the railroads of embargoes without due notice, causing delay of transit cars for which the lumber wholesalers were penalized.

The principal witness for the complainants was L. Germain, Jr., the Germain Company, Pittsburgh, Pa., a director of the American Wholesale Lumber Association. Those intervening in favor of the original complainant were the Associated Cooperage Industries of America, St. Louis, Mo., and the Central Wisconsin Supply Company, Beaver Dam, Wis. Joseph E. Davies and Franklin D. Jones of Davies & Jones, Washington, D. C., and Edward A. Haid of St. Louis, Mo., appeared as attorneys for the American Wholesale Lumber Association. The defense was directed by Royal T. McKenna, representing the director general of railroads. A number of defendant railroads were individually represented by attorneys.

Several lumber trade organizations intervened to sustain the \$10 penalty charge, among these being the National Retail Lumber Dealers' Association, represented by Warren T. Duffy and George N. Brown; the Southern Pine Association, represented by L. C. Boyle; the National Lumber Manufacturers' Association, by Frank Carnahan; the Georgia-Florida Saw Mill Association, by W. E. Gardner and the Michigan Hardwood Manufacturers' Association, by J. C. Knox.

Sustainers of the penalty charge contended that it has served to reduce demurrage; that it prevents abuse of equipment and

contributes to the maintenance of an adequate supply of cars. They denied that the transit car necessarily keeps the price of lumber down, declaring that there are occasions when an "auction" market is created by this means, when a car of lumber is passed from wholesaler to wholesaler, increasing the cost each time. It was said that the transit car is often held while the wholesaler bargains for a better price. It was contended that the use of the transit car retards the movement of traffic generally and without the penalty would become a serious retardant.

The most important witness for the railroads was W. C. Kendall, head of the commission on car service, American Railroad Association, Washington, D. C., who during the war was chief of the car service section of the Railroad Administration. He introduced a great mass of data applying to car supply during and after the war, but the testimony which he gave on present and future car supply was most valuable from the standpoint of general interest. Supporting his contention that the penalty should remain, he declared that the volume of traffic is already on the increase; that a great building boom is developing which will demand the movement of quantities of lumber and other building materials that will take the capacity of the railroads. He quoted statistics to sustain this contention: During the week ending May 21 the railroads of the country hauled 50,000 cars of "forest products," while the week following, ending May 28, they hauled 54,000 cars of forest products, a gain of 4,000 cars in one week. But the gain in traffic does not apply only to forest products, Mr. Kendall said. He gave the following figures on general traffic, covering the four weeks of May—first week, 718,000 carloads; second week, 750,000 carloads; third week, 768,000 carloads; fourth week, 787,000 carloads. In sum the "revenue freight" on the railroads of the country increased 69,000 carloads during May.

In conjunction with this rapidly growing volume of traffic the percentage of bad order cars is increasing, Mr. Kendall said. Such cars are now 14 per cent of the total, instead of 7 per cent as a year ago.

From the above figures Mr. Kendall drew the conclusion that "We should conserve our car supply in every way possible, and the penalty charge should be retained in order to give the shipping public the use of all cars necessary."

The Capital Stock Tax Return

By Gen. L. C. Boyle
Counsel for National Lumber Manufacturers' Association

The capital stock tax is an excise tax imposed on the privilege of "doing business." It applies to corporations including concerns in the nature of corporations, such as associations, joint stock companies, whether created by statute or contract, and insurance companies, but not to partnerships.

The tax applies to both domestic and foreign corporations "doing business" within the meaning of the act, unless specifically exempt, provided such corporation is engaged in "doing business" in the two fiscal years 1921 and 1922. Thus in July, 1921, corporations which were engaged in "doing business" at any time between June 30, 1920, and July 1, 1921, and which are engaged likewise in "doing business" at any time between July 1, 1921, and June 30, 1922, are liable to the tax, payable in advance, the tax being based upon the value of the capital stock (for domestic corporations) or capital employed (for foreign corporations) of the previous year. A corporation which starts for the first time "doing business" during the year between July 1, 1921, and June 30, 1922, is not liable to the tax, but a corporation which starts "doing business" prior to July 1, 1921, and continues past that date is liable, no matter if it be engaged in "doing business" but a short time, the length of time making no difference in the tax.

The rate of tax is \$1 for every full \$1,000 of the "fair average value of its capital stock for the preceding fiscal year" for a domestic corporation and \$1 for every full \$1,000 of the "average amount of capital actually employed in the transaction of business

in the United States during the preceding fiscal year" for a foreign corporation. Domestic corporations, however, are allowed a specific exemption for \$5,000.

The tax is payable in advance. That is, a corporation which is doing business in July, 1921, and which was also engaged in doing business prior to such date, will pay for the privilege of doing business in the period subsequent to July 1, 1921, during July, the tax being based upon the value of capital stock or capital employed in the previous year.

The return is due during the month of July, 1921, and the tax is payable upon notice and demand by the collector but may be paid at the time of filing return.

Every corporation, including associations, joint stock companies, etc., should file a return on Form 707 whether or not it is exempt or whether or not it is, in its opinion, "doing business" within the meaning of the Act. If, in its opinion, it is specifically exempt or not "doing business" Form 707 (Revised) should be filled out and filed with the collector, together with a comprehensive statement of the reasons for claiming exemption. In such case the fair value should be reported on page 1 of the form, but the tax not computed, notation "exemption claim" being made instead. If exemption has been allowed for the preceding taxable year and there has been no change in the status or position of the company, then the first fourteen lines of Form 707 (Revised) should be completed and a statement attached to the effect that exemption is claimed for the same reasons as for the previous year and that the same status and condition of the company exists for the taxable period in question.

News from the National Capital

Trade Commission Attacks West Coast Lumbermen

Alleging that the Douglas fir and other Pacific Coast lumber and logging interests are organized to take concerted action on prices and otherwise operating substantially as a monopoly, the Federal Trade Commission has laid before both Houses of Congress a report on a special investigation it has conducted into the practices of these interests.

Secretary of Commerce Hoover, while not countenancing trust methods, takes a different view of trade association activities from that espoused by the Trade Commission, and a conflict of policy toward trade associations on the part of these two important governmental bodies results. The charges of monopolistic practices are summarized in the following paragraphs of the report:

First—Between 1915 and 1920, wholesale quotations on fir lumber increased from 300 per cent to 500 per cent, and most items doubled in price after the armistice. Notwithstanding substantial reductions since the spring of 1920 on some items, quotations still range about as they were in May and June, 1919, and on others, as they were in the spring of 1917. On substantial portions of the production, present quotations are still more than double the October, 1915, price. Fir logs are quoted as of May, 1921, at prices identical with those which were fixed by the War Industries Board as the war time maximum, and which the loggers continued in force as the minimum until June, 1919. These comparisons are based upon the published quotations of the manufacturers and loggers.

Second—The loggers and lumber manufacturers of the Douglas fir region are organized for the purpose of taking concerted action on the prices of logs and lumber, supporting the prices so fixed by means of concerted restriction of production. They have been engaged in such activities for twenty years or more. As production concentrates in fewer and stronger hands, the control of these organizations over the market becomes more and more effective.

Third—The ownership of standing timber in the Douglas fir region, the chief source of the Nation's reserve supply of lumber, is concentrated in the hands of a comparatively few strong concerns. The organized efforts of lumber producers to control prices are based upon their ability to control production; and control of timber is the key to control of production.

Fourth—The relation between the fir and lumber markets is such that ordinary manufacturing profits tend to be absorbed in the price of logs and the valuation of timber, particularly on falling wholesale lumber markets. The frequent and present claims of unprofitable mill prices are largely explainable by the collusive action of loggers and timber-owning mills in enhancing the value of logs and standing timber.

Fifth—The success of the Douglas fir loggers' and manufacturers' concerted efforts to advance prices in 1919 was threatened by the importation of Canadian logs, and led to efforts to prevent such importation. Failing in this, the British Columbia loggers became affiliated with the American associations and adopted the latter's prices.

Sixth—In addition to a similar exchange between fir and southern pine manufacturers, prompt notice of price action is given each other by the fir manufacturers and those of western pine, for the purpose and with the effect of securing harmonious price action by both groups. The western pine manufacturers have adopted without change the prices of the fir manufacturers on certain classes of lumber and use the higher Coast freight rate in quoting delivered prices on such stock.

Seventh—The long continued existence of artificial methods of controlling the prices and production of Douglas fir was shown by the Bureau of Corporations in 1914.

Eighth—Despite the fact that retail prices on lumber in January, 1921, had not been reduced proportionately to the decline in wholesale prices, the manufacturers joined hands with the retailers in an advertising campaign to revive buying, which, if successful, will tend to prevent such a reduction in retail prices.

Robert B. Allen of Seattle, secretary-manager of the West Coast Lumbermen's Association, has sent to the Federal Trade Commission a formal statement, which in a number of particulars contradicts statements concerning the West Coast lumber industry, contained in the commission's report to Congress. In part, Mr. Allen says:

The report is radically incorrect in many particulars. In so far as association mills are concerned, any practice concerning which there may be any question of legality will be quickly discarded.

The West Coast Lumbermen's Association is not a price-fixing or production-curtailling organization. It has not, since the war, attempted to fix prices, nor has it attempted to curtail output, as charged in the com-

mission's report. During the war period it did fix prices in conjunction with the War Industries Board at the request of the government. During that period it endeavored to curtail non-essential production in order that the essentials of war requirements might be stimulated.

Mr. Allen had a conference with Houston Thompson, chairman of the Federal Trade Commission, at which he requested that the commission's report. During the war period it did fix prices in conjunction with reopened. Chairman Thompson is understood to have refused to reopen the case.

Following the conference, Mr. Allen stated that he intended to ask for a congressional investigation of the association, because he stated that the commission's report was not at all in accordance with the facts in the case.

Lumber has not been placed on the free list either actually or substantially, according to a statement issued on June 21 by Representative George M. Young of North Dakota, a member of the Ways and Means Committee.

Representative Young takes exception to newspaper articles which state that tariff duties on lumber have, by an amendment adopted by the committee, been limited to "lumber which has been placed on one or more sides and tongued and grooved."

"The article carries the idea that the amendment is a concession to those who want free lumber, and that the lumber paragraph will now be largely free from objection, and it is claimed by some that lumber will be practically on the free list," Representative Young declares. "These reports being sent out are, to say the least, misleading." Continuing, the statement says:

The time has come for plain speaking. Lumber has not been placed on the free list either actually or substantially. The lumber paragraph has always been unsatisfactory and is still highly objectionable.

The language of the amendment is ambiguous. Only the courts can say what it means. If it covers all planed lumber as well as lumber tongued and grooved it will cover 100 per cent of all imported dressed lumber; if it covers only lumber which is tongued and grooved, it will cover about sixty per cent of all imported dressed lumber. Dressed lumber, which includes all siding, ceiling, flooring, shiplap, sheathing and partition, is the chief requirement for houses, barns, garages, machine sheds and store-houses, now so scarce all over the country.

An ad valorem duty on these items will mean a duty of from \$5 to \$12 per thousand feet on the soft woods, depending on the quality; and from \$8 to \$20 per thousand on hardwood flooring. All of this is included dead sure in the bill for duties.

If the customs officials and customs courts say lumber planed on one or more sides is included for a duty, then duties will also be collected on all studding and joists, and it should be remembered that customs officials and customs courts lean strongly towards the interpretation which will bring revenue into the Treasury.

If you want free of duty lumber such as a ranchman or mechanic would consider absolutely necessary to meet the chills of winter or the rain and heat of summer, you will be sadly disappointed if the bill is enacted in its present form. But if you are satisfied to build a house out of rough lumber where the snow will drift through in the winter and flies crawl through in the summer, then it is a bully good bill and you can be pardoned for supporting it.

A Correction

In order that the records may be kept straight, HARDWOOD RECORD advises its readers that the proposed changes in mahogany rules were rejected at the twenty-fourth annual meeting of the National Hardwood Lumber Association in Philadelphia on June 10. Due to an error in transmitting a telegraphic report of the action of the convention on the recommendations of the Inspection Rules Committee, the statement was published that all the proposed changes were adopted with the exception of those applying to cypress. However, both the proposed cypress and mahogany changes were rejected when the remainder of the changes were adopted.



A Roller Bearing Logging Car

The Vestal Lumber & Manufacturing Company is using a logging car on its operation near Duff, Tenn., which may greatly interest hardwood lumber operators because of the improvements it carries. This car was built for the Vestal company by the Sanford Day Iron Works of Knoxville, Tenn. It is of roller bearing type and will probably convey to practical lumbermen an idea of building heavier equipment for logging purposes.

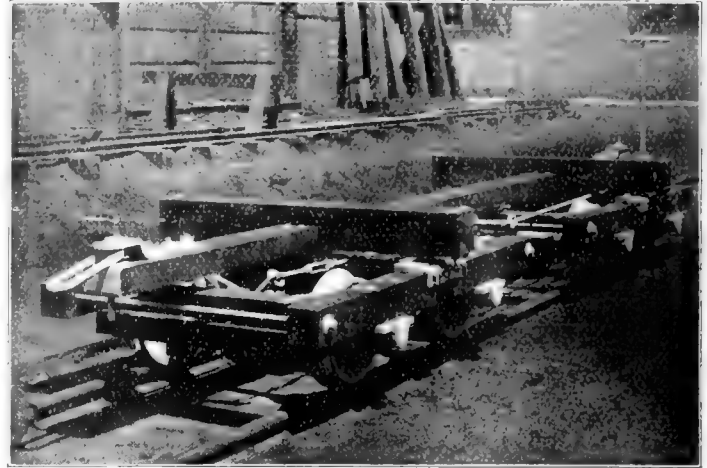
The Vestal company is hauling lumber with this car five miles over a thirty-six-inch gauge railway, where at some points the grade is in excess of 7 per cent. An eight-ton gasoline motor furnishes the power. The car pictured here is only to be used for the hauling of lumber, but the users state that by building the car heavier with longer bunks, it could be used very handily for hauling logs. The specifications of the car as made for the Vestal company are:

Car has eight wheels, 18" diameter with roller bearings in the wheels and boxings on the outside of wheels; track gauge 36", size of axles 3" round; size of truck sills, lengthwise 6"x6", crosswise 4"x6"; center sills, 6"x8". Wheel base of each truck 40".

Length of main sills of car over all, 20'; size of main sill, 4"x8".

Length of top cross timber, 5' 6"; size, 7"x8".

Distance center to center of trucks, 10'; height from rail to main



An Improved Lumber and Log Hauling Car

top cross timbers, 27 3/8"; brake operating on all eight wheels, with equalizing device.

Shipping weight of car, 4,550 pounds.

Lincoln Wins Chicago Golf Championship

Against the largest field that has yet contested in a tournament of the Lumbermen's Golf Association of Chicago, Ike W. Lincoln of the Lincoln Lumber Company, Chicago, won the annual championship on the Beverly Hills Club links, June 21. The tall wiry man from Flossmoor drove through 143 starters with a card of 77-77-154.

John W. Simpson of Vincennes, Ind., winner of the 1920 championship, tied with L. V. Graham of Blue Hills, Kansas City, on a card of 78-77-155.

The fourth man was W. J. Foye of Omaha, Neb., a former holder of the Chicago championship and runner up in 1920. His card was 79-78-157.

At the annual dinner, which was held in the club house at the close of the play, Minor E. Botts, the efficient and hardworking secretary and treasurer of the association, was unanimously elected president. Mr. Botts is Chicago manager of the J. E. Pinkham Lumber Company, and has been a tower of strength in building up the association.

Ike W. Lincoln was elected vice-president. Richard G. Gebhart, a lumber broker, was elected secretary-treasurer. The following directors were also elected: A. K. Maxwell, Maxwell Brothers, box makers; Frank E. O'Dowd, Edward Hines Lumber Company; Frank H. Burnaby, Burnaby Brothers' Lumber Company; Frank H. Burns, John E. Burns Lumber Company; Louis E. Rollo, Chicago & Riverdale Lumber Company.

The annual dinner and entertainment, which was attended by nearly three hundred members and guests, was presided over by C. A. Flanagan, the retiring president. The dinner proved to be the perfect ending of a perfect day of golfing. In fact, the tournament throughout was the most successful the association has yet held. Members of the hardwood lumber industry participated in larger number this year than ever before.

The complete official list of prize winners is as follows:

Championship—I. W. Lincoln, with Lincoln Lumber Co., Chicago, Ill., 77-77-154.

The Stillwell Cup—Tie between L. V. Graham, Kansas City, Mo., with Chicago Lumber Co., and John W. Simpson, Vincennes, Ind., with W. M. Simpson Lumber Co., whose scores were the same, viz., 78-77-155. Mr. Graham won on the toss of a coin.

The W. J. Foye Cup—James E. Kelley, Fitchburg, Mass., with Simonds Mfg. Co., 4 down to par.

Hettler Cup—Harry L. Danks, Chicago, Ill., with H. L. Danks Lumber Co., 1 down.

American Lumberman Cup—Tie between John W. Simpson, Vincennes, Ind., with W. M. Simpson Lumber Co., and J. S. Pulse, of Chicago, with Edmund A. Allen Lumber Co., both having 77. Mr. Simpson won on the toss of a coin.

The Lumber World Review Cup—J. W. McLean, Chicago, Ill., with Simonds Mfg. Co., 185-50-135.

The Lumbermen's Association of Chicago Cup—H. H. Hettler, Chicago, Ill., with Herman H. Hettler Lumber Co., 90-25-65.

The Edward Hines Trophy—George J. Farnsworth, Chicago, Ill., with the Oconto Co., 92-22-70.

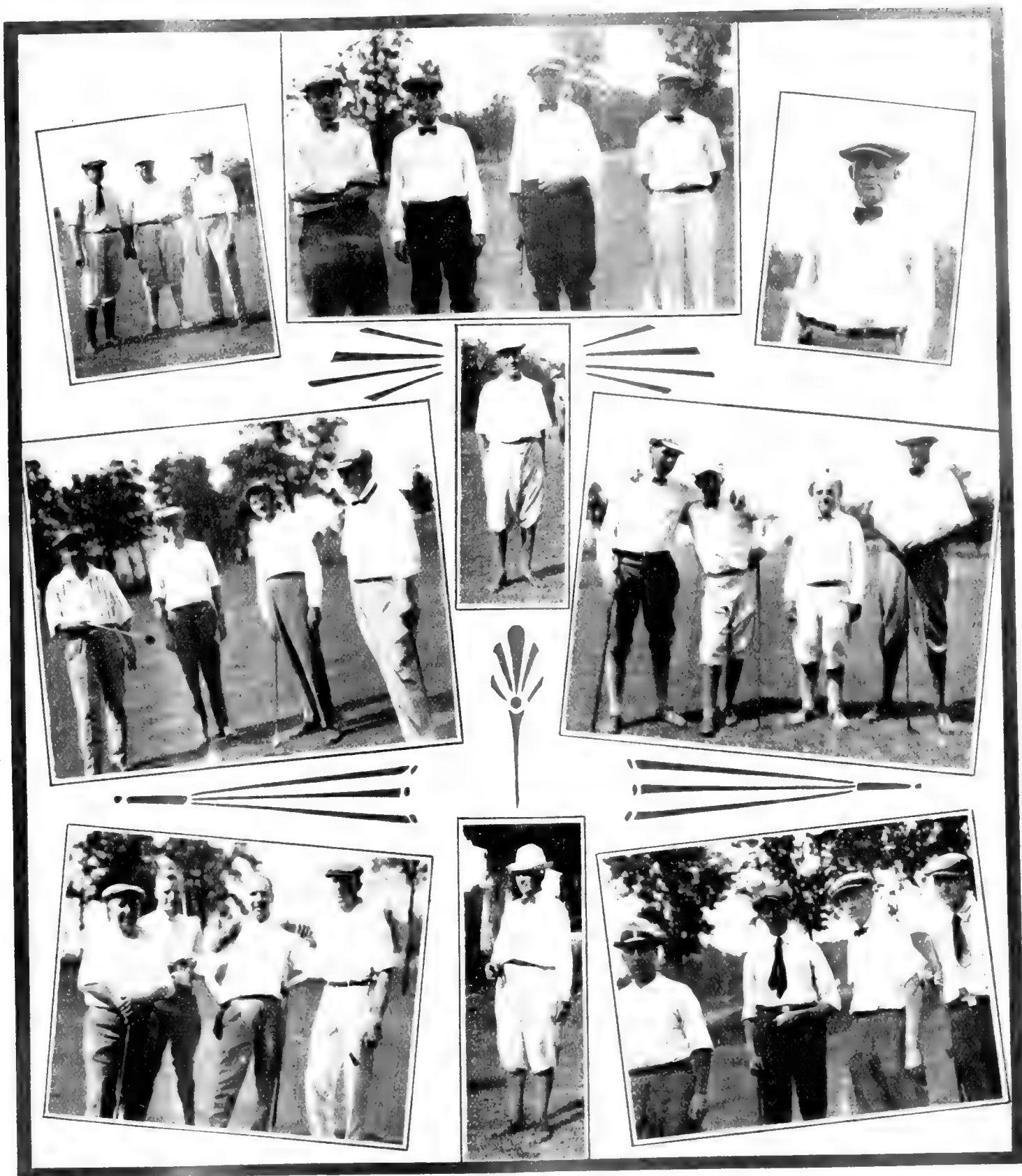
The President's Cup—E. F. Jennings, Helena, Ark., with Jennings & Co., 37.

First Flight—First Prize—Joseph S. Pulse (Edmund A. Allen Lumber Co., Chicago), 77-8-69. Second Prize—F. M. Baker (Hardwood Mills Lumber Co., Chicago), 78-8-70. Third Prize—Tie between S. W. Buckner (Burnaby Bros. Lumber Co., Chicago) and Clarence N. Happ (Winnetka Coal & Lumber Co., Winnetka), both having same scores, 81-10-71. Buckner won on toss of coin.

Second Flight—First Prize—R. H. Myers (Simonds Mfg. Co., Chicago, Ill.), 86-16-70. Second Prize—R. C. Riddle (Kirby, Bonner Lumber Co., Chicago), 89-18-71. Third Prize—Tie between J. E. Hunter (Hunter-Rockwell Co., Chicago), Sangston Hettler (Hettler Lumber Co., Chicago), H. P. Hooper, Chicago, and Frank E. O'Dowd (Edward Hines Lumber Co., Chicago). Hunter won on the draw.

Third Flight—First Prize—John A. Spencer (Long-Bell Lumber Co., Chicago), 94-25-63. Second Prize—W. R. Godley (W. R. Pickering Lumber Co., Chicago), 95-25-70. Third Prize—W. L. McKay (Aberdeen Lumber Co., Chicago), 90-20-70.

Fourth Flight—First Prize—F. T. Boles (Baker Fentress & Co., Chicago), 102-30-72. Second Prize—S. E. Barwick (Long-Bell Lumber Co., Chicago), 106-30-76. Third Prize—L. J. Pomeroy (Landeck Lumber Co., Chicago), 106-30-76.



SNAP SHOTS TAKEN AROUND THE TEE DURING THE FIFTEENTH ANNUAL TOURNAMENT OF THE LUMBERMEN'S GOLF ASSOCIATION OF CHICAGO AT BEVERLY COUNTRY CLUB, JUNE 21

Top Row—Left: Leland P. Arthur, Chicago; N. A. Gladding, Indianapolis; Frank J. Heitmann, Chicago. Center: John W. Simpson, Vincennes, Ind.; W. J. Foye, Omaha, Nebr.; L. E. Cornelius, St. Louis, Mo.; J. V. Perry, Chicago. Right: Minor E. Botts, newly elected president. Middle Row—Left: H. F. Brand, Jr., A. C. Quixley, G. A. Vangsness, all of Chicago. Center: H. H. Hettler, Chicago. Right: I. W. Lincoln, George M. Coale, M. A. Mummert, J. W. McCurdy, all Chicago. Bottom Row—Left: J. A. Dick, Rowland S. Utley, C. A. Brand, W. L. McKay, all of Chicago. Center: C. A. Flanagan, retiring president. Right: F. M. Baker, Chicago; P. W. Rohe, Blue Island, Ill.; George F. Kerns, Chicago; Y. H. Chalifoux, Blue Island, Ill.

Pertinent Information

Koehler Resumes Helena Office

The Southern Hardwood Traffic Association announces that J. A. Koehler, who was formerly in charge of the offices of this organization at Helena, has been reappointed to that position, effective June 1. Mr. Koehler served as district manager of the Helena district about eighteen months ago, when he resigned to become traffic manager of the Archer Lumber Company. It may be said to his credit that every member of the Southern Hardwood Traffic Association in the Helena district insisted upon his reappointment as successor of J. M. Stovall, who recently resigned.

Paul C. Smith of the Helena Band Mill Company, Helena, Ark., is the vice-president of the association in charge of the Helena district. He succeeds Frank Cannon, who has recently resigned on account of ill health. Mr. Smith is very enthusiastic and is highly interested in transportation matters.

Missouri to Sue St. Louisians

From authoritative sources it is learned that Attorney General Barrett of Missouri has decided to institute civil proceedings under the anti-trust statutes against members of the St. Louis Lumber Trade Exchange and the St. Louis Millmen's Association. The proceedings were to be started Wednesday, June 22.

The attorney-general's decision to institute anti-trust proceedings follows the April inquiry of the attorney-general into the practices of credit and statistical bureaus of lumber and other building materials manufacturers.

The proceedings will be similar to those of a few years ago by the then Attorney-General Hadley and which resulted in some lumber companies paying heavy fines and, in some instances, being ousted from the state.

Hardwood Exports Decrease

The statement of exports of lumber and logs from Baltimore for April, which was issued in complete form Thursday, June 16, shows the extent to which the foreign movement has been curtailed and indicates the degree to which business is held back by the conditions prevailing on the other side of the Atlantic. The shipments of oak and poplar boards, two of the principal items, which in ordinary times lead the list, are down to nominal proportions, with the exports of oak boards amounting to only 82,000 feet, of a declared value of \$8,429, against 793,000 feet, of a declared value of \$80,328, for the same month last year. Poplar went forward to the extent of 79,000 feet, of a declared value of \$8,365, compared with 274,000 feet, valued at \$32,614, for the corresponding month of 1920. Hardwood boards also suffered a heavy drop, the shipments being 43,000 feet, of a declared value of \$5,369, against 444,000 feet, of a declared value of \$55,996 for April, 1920. But one of the heaviest declines was in "other manufactures of wood," which decreased from \$167,400 for April last year to \$57,871 in April this year. The total exports for April were valued at \$115,805 against not less than \$407,879 for April, 1920, which latter month is by no means to be classed among the periods when normality could be said to prevail in the trade.

Say Loading Rates Are Lowered

The Valley Log Loading Company has announced substantial reduction in the cost of loading on the main and branch lines of the Yazoo & Mississippi Valley railroad, effective July 1, 1921. These reductions are based on the lower cost of labor, food and feed stuffs, and other elements. The management of the railroad has not made any reduction in the cost of engine hire and train service, but J. W. Dickson, president of the company, is authority for the statement that, if the railroad should make such reduction, the clients of his firm will be given the benefit thereof. The scale of new rates is given herewith: (1) West Junction to Tutwiler via Charleston, Tutwiler to Sawn Lake via Lambert, Helena District and Grenada District, mixed logs \$5 per thousand feet; ash, elm and hickory, \$6 per thousand feet. (2) Main line, Clarksdale to Vicksburg, mixed logs, \$4.50 per thousand feet; ash, elm and hickory, \$5.50 per thousand feet. (3) Riverside, Helm, N. W. Silver Creek, Charleston, Blue Lake, Roundaway, Yerger, Kimball Lake and Sundowner Districts, mixed logs, \$4 per thousand feet; ash, elm and hickory, \$5 per thousand feet.

Clubs and Associations

Throgmorton Leaves Overseas Company

E. L. Throgmorton, general agent of the American Overseas Forwarding Company for the past year, with headquarters at Memphis, has resigned to become representative at Memphis and in the Memphis territory of the Waterman Steamship Corporation, with general offices in Mobile. He has opened offices in the Porter building and has already entered upon his new duties.

Mr. Throgmorton was selected for his new work because of his exten-

sive experience in handling overseas shipments and because of his wide acquaintance with exporters and importers in this territory. The Waterman Steamship Corporation operates vessels sailing from Mobile, Gulfport and Port of Spain to the United Kingdom and to Hamburg and Bremen, Germany.

J. H. Townshend, president of the American Overseas Forwarding Company, announces that B. F. McCamey, vice-president of the company, has been appointed temporarily to take up the duties which were formerly performed by Mr. Throgmorton. Mr. McCamey has had supervision over all general agents employed by the American Overseas Forwarding Company and is, therefore, thoroughly familiar with every phase of this work. He is also manager of the district offices of the Southern Hardwood Traffic Association and has fifteen years of railroad experience behind him. Few traffic men in this part of the country are better known to all classes of exporters and shippers than he.

In connection with these changes in the personnel of the American Overseas Forwarding Company, Mr. Townshend says that preparations are under way to enlarge the activities of this organization as a means of giving to the export trade additional facilities. This company, in addition to its executive offices at Memphis, maintains offices in New Orleans and other ports, as well as at Helena, Ark., Louisville, Ky., and Cincinnati, Ohio, in the interior.

National Lumber Exporters Meet

The semi-annual meeting of the Board of Managers of the National Lumber Exporters' Association, which was held in Room B of the Manufacturers' Club, in Philadelphia, in June, the day before the annual meeting of the National Hardwood Association, brought together not only practically all the members of the board, but a number of those affiliated in a general way with the association, and resulted in the consideration of various matters of great importance to the organization, but even more to the foreign trade generally.

Edward Barber, former president of the association and now chairman of the Railway Oak Scantling Committee, made a report of the activities of this body, stating that the inspection rules which his committee had prepared had not been acceptable to the Liverpool Timber Trade Association, and that the latter had submitted another set of rules, which were not acceptable to the committee. At his suggestion the committee was continued with instructions that an effort be made to prepare a set of inspection rules which shall be satisfactory to both sides of the controversy.

In a way related to this subject was the presentation by Gustave A. Farber, London representative of Russe & Burgess, Inc., Memphis, and chairman of the United Kingdom Uniform Form of Contract Committee, of a proposed draft. A special committee, consisting of Mr. Farber, John L. Alcock, of John L. Alcock & Co., Baltimore, and Mr. Barber, the latter of the Howard & Barber Lumber Company, Cincinnati, was appointed to draft a form of contract for Mr. Farber to submit to the Hardwood Section of the Timber Trade Federation of the United Kingdom, on his return home.

Shortly after Mr. Farber sailed for the United States last December it was brought to the notice of Harvey M. Dickson, the secretary of the N. L. E. A., that the Hardwood Section of the Timber Trade Federation of the U. K. was about to prepare a form of contract for submission to the N. L. E. A. On request the chairman of the Hardwood Section consented to hold the matter over until Mr. Farber's return. The question of a uniform contract has been under discussion for a number of years. Various forms of contract have been submitted by the Timber Trade Federation and by the National Lumber Exporters' Association, but the two organizations have never been able to get together. At one time the N. L. E. A. even went so far as to send a special committee over to England, but the trip proved futile. It is now believed that by having a representative of the N. L. E. A. meet in conference with the special committee of the Timber Trade Federation a form of contract can be framed which will be satisfactory to the American exporters and to the British importers as well.

The Liverpool Form of Contract has also been under discussion during the last year, with the result that a draft has been agreed upon by the N. L. E. A., and that Mr. Farber, who is chairman of the N. L. E. A. committee, has been requested to take up the matter personally with the Liverpool organization on his return.

President R. S. Huddleston called the meeting to order and presented a concise statement on the export trade situation at the present time. He was followed by Secretary Dickson, who read a report on what has been done by his office during the last six months in the way of bringing claims to settlement and the progress made in other directions. Still another report presented was that of D. D. Hartlove, chairman of the Transportation Committee, on transportation conditions, rates of inland and ocean freight, bill of lading troubles and other related matters.

During the past few months brokers and buyers have filed complaints against shipments of Northern oak made through the Southern Atlantic and Gulf ports, claiming that the stock shipped was not Northern oak. It was suggested that the general term Northern oak, as used in buyers' contracts, was much abused and misunderstood. After a discussion of the matter President Huddleston appointed a committee consisting of Edward Barber, chairman; J. J. Linchua, of the Mowbray & Robinson Company, and J. W. Turnbull, of the J. W. Turnbull Lumber Company, to investigate, and to define Northern oak, and, if possible, name the States from which Northern oak may be shipped.

KNOXVILLE

(TENNESSEE)

*The Leading Producing and Distributing Market for
the Famous Southern Appalachian Hardwoods*

East Tennessee RED OAK A SPECIALTY

Also a full line of the famous
Southern Appalachian Hardwoods

FOR DISTINCTIVE SERVICE WRITE

W.F.Cale Lumber Company

Your Inquiries for Hardwoods

and pine will have my careful personal
attention. My many years' experience
enables me to serve you correctly.

MAPLES LUMBER CO.

C. F. MAPLES, President

For Soft Textured
Oak, Poplar, Walnut, Tennessee
Red Cedar

write

Vestal Lumber & Mfg. Co.

VESTAL, TENN.

BAND MILLS

FONDE, KY.

The Hardwood Specialists

Ash, Cedar, Hickory,
Beech, Red and White
Oak. Also Oak Floor-
ing. All of the Best.

Write

Andes-Niceley Lumber Co.

FOR MANY YEARS

THE NAME **LOGAN** HAS STOOD

FOR THE BEST IN SERVICE AND GOODS. IT
IS JUST PLAIN, GOOD BUSINESS TO WRITE US
REGARDING ANY REQUIREMENT IN HARD
WOOD LUMBER.

J. M. Logan Lumber Co.

We Offer a Genuine Service

Get the best in

**SOUTHERN
HARDWOODS**

from

Frampton-Foster Lbr. Co.

Wholesalers and Retailers
HARDWOOD

YELLOW PINE, POPLAR,
WHITE OAK, RED OAK,
CHESTNUT, WHITE PINE

ANDES LUMBER CO.

Manufacturers

HARDWOOD LUMBER

AND

TIES

Blue Ridge Tie Company

The recognized quality of Southern Appalachian Hardwoods enables them to reach many
distant markets that, with present freight rates, would be inaccessible to less superior species.

Manufacturers
of
SOUTHERN HARDWOODS

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

With the Trade



E. F. Cooper

Only one incident occurred to mar the happiness of the twenty-fourth annual convention of the National Hardwood Lumber Association, held in Philadelphia, Pa. This was the death of E. F. Cooper, mill goods sales manager for Henry Disston & Sons, Inc. Mr. Cooper had attended the annual banquet of the association, held in the Bellevue-Stratford Hotel, on Thursday evening, June 9. He engaged a room for the night at the Manufacturers' Club, Friday morning, June 10, at about eight o'clock an attack of acute indigestion caused Mr. Cooper to telephone for a doctor. He was dead when the doctor arrived.

E. F. Cooper entered the employ of "The House of Disston" on October 1, 1871. After spending two years in the factory he entered the saw mill that Henry Disston had established for the purpose of making practical experiments in running saws. Here, for six years, Mr. Cooper gained practical mill experience and many useful ideas which he absorbed from

visiting mill men, who came from all parts of the country to witness the experiments.

For the next six years he engaged in saw milling and millwright work in various states. Then for five years he traveled, selling the Disston line. At this time Mr. Cooper entered the mill business and spent two years with his own mill. Then he returned to the Disston organization in 1892. He became northern mill goods sales manager, and was appointed mill goods sales manager in 1909.

Mr. Cooper was familiar with all the saws and machines in use by the progressive lumberman of today. His father and grandfather had been mill men. He was born with a love of the business, an ambition to perfect his knowledge, and a capacity to absorb information. From the business standpoint he is a great loss to the trade. But that loss is small compared to the feeling of the host of his friends. His amiable character, his integrity and justice in dealings—both business and personal—his ability to give himself in service won for him the respect and admiration of those who came in close contact with him.

He is survived by his wife, two sisters, Mrs. Burkholder and Mrs. Carter, both of Philadelphia, and three brothers, John L. and Charles H., both Disston salesmen, and Geo. M., assistant superintendent in charge of the Disston band saw department.

St. Louis Exchange Grows

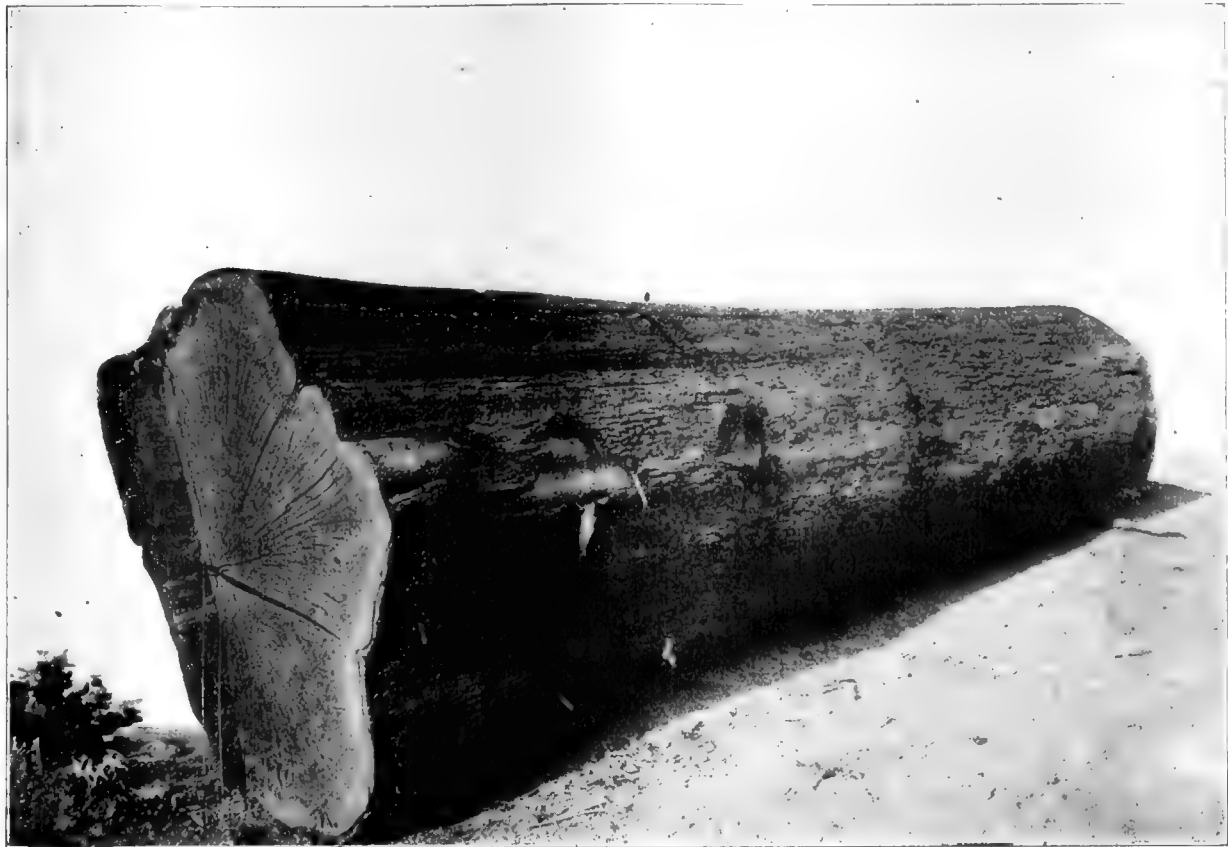
W. W. Ding of the Garetson Greason Lumber Company, chairman of the membership committee of the St. Louis (Mo.) Lumbermen's Exchange, reports a net increase in membership of 14 since the first of the year.

Utley Takes Over Chicago Office; Tibbits Goes to Memphis

The Chicago Lumber & Coal Company on June 19 made an important announcement affecting its Chicago office and southern headquarters at Memphis. It was announced that Rowland S. Utley, a Chicagoan of broad experience and wide acquaintance among the buyers and sellers of hardwood lumber, will take charge of the Chicago office on June 20. It was also stated that Maj. L. W. Tibbits, former manager of the Chicago office, will return to Memphis to manage the hardwood sales in that office.

Maj. Tibbits opened the Chicago office a few months ago, and by his hard and intelligent work won the promotion which has just been given him. He has had years of experience in the hardwood industry from logging to merchandising and is well qualified to fill the position he will take in Memphis. He will return to Memphis on June 25.

Mr. Utley is one of the most efficient and progressive young lumbermen in the Chicago territory. He was with the Aberdeen Lumber Company of Pittsburgh for over seven years as manager of the Chicago office. For the



Superior Quality Hardwood Lumber

COMMON ASH

4/4 No. 1, 2, and 3.....	3 cars
4/4 FAS	1 car
6/4 No. 1 Com. & Btr.....	2 cars
6/4 No. 2 Com.	2 cars
8/4 No. 1 Com. & Btr.....	4 cars
8/4 No. 2 Com.	2 cars
10/4 No. 2 Com. & Btr. 15% No. 2.....	2 cars
12/4 No. 2 Com. & Btr., 15% No. 2.....	1 car
4/4 No. 1 Com. & Btr.....	1/2 car
Mixed narrow and wide Gum Box boards	1 car

SAP GUM

4/4 FAS	1 car
4/4 No. 1 Com.	5 cars
4/4 No. 2 Com.	3 cars

RED GUM

4/4 No. 1 Com.	2 cars
5/4 No. 1 Com.	3 cars

QTD. RED GUM

5/4 No. 1 Com.	2 cars
---------------------	--------

RED OAK

4/4 FAS	2 cars
---------------	--------

QTD. WHITE OAK

4/4 No. 2 Com. & Btr.....	3 cars
---------------------------	--------

QTD. RED OAK

4/4 No. 2 Com. & Btr.....	1 car
---------------------------	-------

WORMY OAK

4/4 Sound	3 cars
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PLAIN RED OAK

3/4 No. 1 Com. & Btr.....	3 cars
---------------------------	--------

MIXED OAK

12/4 No. 2 C&B, 15% No. 2.....	2 cars
--------------------------------	--------

ELM

6/4 No. 2 Com. & Btr.....	3 cars
10/4 No. 2 Com. & Btr.....	3 cars

Manufacturers and Wholesalers of Southern Hardwoods

A. M. RICHARDSON LUMBER CO.
HELENA, ARKANSAS

Boston Representative: D. A. WEBSTER, 80 Boylston Street, for quick service on places east of Buffalo

E. SONDHEIMER COMPANY

MEMPHIS TENNESSEE

Band mills at
BATON ROUGE, LA.; SONDHEIMER, LA.; TALLULAH, LA.

Office and Distributing Yard
MEMPHIS, TENN.

Manufacturers of Southern Hardwoods

Dry Stock, Ready for Shipment. Ask us for prices. We may be able to save you some money.
We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH		QUARTERED TUPELO		10/4" No. 1 Com. & Btr.		1" No. 1 Common	
1" to 4" FAS	10 cars	1" FAS	1 car	8/4" Log Run	8 cars	1 1/4" & 1 1/2" No. 1 C. & B.	3 cars
1" No. 1 Common	10 cars	PLAIN TUPELO		3" Log Run	2 cars	2 1/2" & 3" No. 1 C. & B.	4 cars
1 1/4" No. 1 Common	5 cars	1" FAS	10 cars	QTD. FIG. RED GUM		PLAIN RED OAK	
1 1/2" No. 1 Common	5 cars	1" No. 1 Common	2 cars	1" No. 1 Common	1 car	1" FAS	3 cars
2" No. 1 Com. & Btr.	8 cars	1" No. 2 Common	5 cars	QUARTERED WHITE OAK		1" No. 1 Common	15 cars
1", 1 1/4", 1 1/2" No. 2 Com.	5 cars	1" No. 3 Common	3 cars	5/8" No. 1 Common	1 car	1" Sound Wormy	5 cars
WILLOW		5/4" No. 2 Common	1 car	1" No. 1 Common	5 cars	1" No. 2 & 3 Common	10 cars
1x13" to 17" Box Bds.	1 car	COTTONWOOD		PLAIN RED GUM		5/4" No. 1 Com. & Btr.	3 cars
1" FAS	10 cars	1" FAS	10 cars	5/8" No. 1 Com. & Btr.	8 cars	PLAIN WHITE OAK	
1" No. 1 Common	10 cars	1" No. 1 Common	15 cars	3/4" No. 1 Com. & Btr.	5 cars	5/8" No. 1 Common	1 car
1" No. 2 Common	10 cars	1" No. 2 Common	3 cars	1" FAS	3 cars	5/8" No. 2 Common	1 car
1 1/4" No. 2 Com. & Btr.	10 cars	5/4" FAS	5 cars	1" No. 1 Common	8 cars	3/4" No. 1 Common	1 car
1 1/2" No. 2 Com. & Btr.	10 cars	5/4" No. 1 & No. 2 Com.	10 cars	1" No. 2 Common	5 cars	1" No. 1 Common	10 cars
2" No. 2 Com. & Btr.	10 cars	6/4" FAS	5 cars	5/4" FAS	5 cars	1" No. 2 Common	5 cars
CYPRESS		6/4" No. 1 Common	5 cars	5/4" No. 1 Common	10 cars	QUARTERED SAP GUM	
1" FAS	1 car	6/4" No. 2 Common	12 cars	QUARTERED RED OAK		1" No. 1 Com. & Btr.	15 cars
1" Select	1 car	BLACK GUM		1" No. 1 Com. & Btr.	15 cars	2" No. 1 Com. & Btr.	8 cars
1x4, 6, 8, 10, 12" No. 1 C.	8 cars	1" No. 2 Com. & Btr.	1 car	3" No. 1 Com. & Btr.	2 cars	4/4" FAS	10 cars
1x4" to 12" No. 2 Common	5 cars	PECAN		QUARTERED RED OAK		4/4" No. 1 Common	15 cars
1 1/2" Select & Shop	8 cars	1" Log Run	3 cars	1" FAS	3 cars	4/4" No. 2 Common	10 cars
2" Pecky	2 cars	6/4" Log Run	5 cars	1" No. 1 Common	5 cars	5/4" FAS	10 cars
2x6" No. 1 & No. 2 Com.	2 cars	2" Log Run	7 cars	1" No. 2 Common	5 cars	5/4" No. 1 Common	15 cars
2" FAS	2 cars	SOFT ELM		5/4" No. 1 Com. & Btr.	5 cars	5/4" No. 2 Common	5 cars
10/4" Select & Btr.	2 cars	3/4" Crating	8 cars	QUARTERED RED GUM		MAGNOLIA	
3" Select & Btr.	1 car	6/4" Log Run	1 car	1" FAS	5 cars	1" No. 1 & No. 2	3 cars
4" Select & Btr.	1 car						

past year or more he has been in business for himself handling southern hardwoods on commission, representing some of the most substantial firms in the South. Mr. Utley is well known in Chicago and assumed his new duties with the good wishes of many friends.

The Chicago office of the Chicago Lumber & Coal Company is at 427 Marquette building.

DeCamp Joins J. C. West Sales Force

The large industrial and consuming trade in the middle west will no doubt be interested in the announcement that E. W. DeCamp, who has been with such large manufacturing firms as M. B. Farrin Lumber Company, Cincinnati; the American Column & Lumber Company, Columbus, Ohio, and the Thos. Hall Lumber Company, Charleston, W. Va., has joined the sales force of J. C. West Lumber Company, with extensive mill connections in West Virginia and the South, and with their principal sales office in the Union Central building, Cincinnati, Ohio.

Mr. DeCamp needs no introduction to the trade on account of

his wide acquaintance and high standing among the largest consumers of lumber in the middle west. Mr. DeCamp started in the lumber business back in 1905 and is thoroughly familiar with all phases of the business from the stump to the consumer. He will continue to make his headquarters at 419 West NaVarre street, South Bend, Ind., from which point he will cover the middle west territory.

At the present time Mr. DeCamp is spending ten days or two weeks with Mr. West at their different West Virginia mill connections, and after July 4 will be making a bid for his share of the business in the trade mentioned.

J. C. West Lumber Company, unlike a great many other manufacturers and wholesalers, have enjoyed a reasonable amount of success, even during the lean months of 1921, and are sufficiently optimistic on the future to add to its sales force rather than curtail expenses or sit still and wait for the tide to turn.

Robert T. Cooper Succumbs to Operations

Robert T. Cooper, president and treasurer of the West Memphis Lumber Company, was buried in Calvary Cemetery June 17. Funeral services were conducted from the residence on Poplar avenue.

Mr. Cooper died Wednesday, June 15, following operations for appendicitis and stomach trouble. He had been ill for a number of weeks. It was decided several days ago to operate for appendicitis and, owing to failure of the first operation to furnish relief, another was decided on after a hasty consultation. He did not rally from this.

Mr. Cooper was forty years old and had been engaged in the lumber business at Memphis for seventeen years. He came to this city from Grand Rapids, Mich., with the old Memphis Band Mill Company, and remained with this company practically all the years he was in Memphis except a brief period spent in the employ of the Kennedy Heading Company, and the last two years during which he was at the head of the West Memphis Lumber Company, which he organized.

Mr. Cooper, although comparatively a young man, was one of the most active members of lumber organizations in Memphis. He was a former secretary and director of the Lumbermen's Club of Memphis and he was one of the leading spirits in the formation of the Southern Hardwood Traffic Association. He was very popular with the lumber fraternity, as well as in business and social circles generally, and his death is deplored by all.

Mr. Cooper is survived by his wife, Mrs. Eva Fopiana Cooper; by his parents, Mr. and Mrs. Peter Cooper, Spring Lake, Mich., and by three brothers, Peter and Sabe Cooper of Grand Rapids and George Cooper of Memphis.

The following is a list of the active and honorary pall-bearers selected from among the personal friends of the deceased: Active—Ben H. Carr, W. L. Wilcoxon, Will Pollard, J. D. Brown, George McSweyn, F. T. Dooley, Eugene Wade and C. E. Van Camp. Honorary—J. M. Pritchard, W. M. Kennedy, J. F. McSweyn, J. R. McFadden, Ralph May, Paul Rush, J. H. Townshend and H. M. Spain.

Founder of Ganahl Company Dies

Word has been received in St. Louis, Mo., telling of the death in Corona,



E. W. DeCamp

HOLLY RIDGE HARDWOODS

Branded HR

GUM OAK ASH ELM CYPRESS

THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

BAND MILLS
HOLLY RIDGE, LA.
ST. LANDRY, LA.
MONROE, LA.
MEEKER, LA.

BRANCH SALES
OFFICES
DETROIT, MICH.
BALTIMORE, MD.
KANSAS CITY, MO.
INDIANAPOLIS, IND.

HOLLY RIDGE LUMBER CO.

INCORPORATED

MAIN OFFICE

LOUISVILLE, KENTUCKY

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

OFFICE AND WAREHOUSES:
CINCINNATI OHIO

SAW AND VENEER MILLS:
NEW ORLEANS, LA.

BRANCH SALES OFFICES:

CHICAGO, 39 W. Adams St.
N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

Cal., of Fidel Ganahl, founder of the Ganahl Lumber Company. He is survived by three sons and four daughters.

Court Prefers Arbitration

Secretary W. W. Schupner of the National Wholesale Lumber Dealers' Association states that in a case pending before a southern court of a substantial amount the two disputants have agreed to submit their differences to the arbitration committee of the National association, with the understanding on the part of the U. S. Circuit Court that the award of the arbitration committee will be accepted by the court, which will enter a ruling confirming the award.

Since the annual meeting of the association in March requests have been made for arbitration of several disputes. The committee has been increased from seven to nine members, thereby enabling a more expeditious use of this association privilege, which has been advocated by the association from its inception, and stands out as a most important membership feature. The association was among the first to adopt compulsory arbitration covering disputes between members, and when, as rarely happens, members have refused to comply with this section of the by-laws, their memberships have been forfeited. The association arbitration procedure is simple and comprehensive, and the business experience of the members of the committee enables clear cut decisions, which have been of great help to many members, and the trustees expressed the desire that members should avail themselves of the arbitration privilege whenever possible.

Evansville Lumbermen Frolic

The nineteenth annual outing of the Evansville (Ind.) Lumbermen's Club was held at the Exposition Park in that city Tuesday afternoon and evening June 21, and it was the largest and best outing the club has ever given. The outing was arranged by the president of the club, J. C. Greer of the J. C. Greer Lumber Company, and the entertainment committee that is composed of the following: Gus Bauman of the Maley & Wertz Lumber Company, Joe Waltman of the Evansville Band Mill Company, and Claude Wertz of the Maley & Wertz Lumber Company. This is the first time in a number of years that the outing was not held on the Ohio river, this being due to the fact that the city's finest excursion boat, the Crescent, was destroyed by fire last fall and no boat has yet been secured to take the place of the Crescent.

The outing this year was attended by exactly 220 people. Arrangements had been made to take care of 250 people, but early in the afternoon a rain came up and an electrical storm was threatened and this kept some people away from the park. Everything in the park was free for the lumbermen and their friends during the afternoon and evening. The lumbermen attended the various shows and concessions, rode on the roller coaster, danced, played cards and did many other things to enjoy them-

selves. In the dance hall Daniel Wertz of the Maley & Wertz Lumber Company proved to be the best man on his feet and he had a close second in the person of Oscar A. Klammer of the O. A. Klammer Furniture Company. A good many of the people took a swim in the large swimming pool and here is where George Foote of the Evansville Band Mill Company shone. E. S. O'Hara also showed them some fine stunts in the bathing pool.

Hardwood News Notes

CHICAGO

The planing mills of Chicago are again operating after having been closed air tight for nearly two months. This is a result of the efforts made since Judge Kenesaw Mountain Landis of the Federal District Court agreed to act as arbiter in the wage scale dispute in the building trades. Judge Landis undertook the work with the understanding that the lockout which tied up all Chicago building May 1 should be ended pending the hearing of the disputants and the rendering of a decision. All the building trades involved immediately went back to work, but the carpenters held out until June 20, when they agreed to return to work at their old scale pending the decision. The old scale is \$1.10 per hour for "inside" carpenters and \$1.25 for "outside" carpenters. The skilled workers in the planing mills are rated as inside carpenters, hence the resumption of work in these mills.

The building program, which has been resumed as a result of Judge Landis' agreement to act as arbiter, is estimated to involve the expenditure of \$100,000,000.

S. F. D. Meffley, secretary-manager of the Lumbermen's Association of Chicago, has inaugurated "The Secretary's Weekly Letter," a bulletin of several papers, which is proving a convenient manner of communicating with the members of the association.

George D. Griffith of Geo. D. Griffith & Company recently made an automobile trip through Indiana and Ohio, attending both to pleasure and business. He was accompanied by Mrs. Griffith and his mother, who though eighty-three years old, suffered no hardship from the thousand-mile journey, having as much fun as anyone in the party.

Inch No. 1 mahogany is hard to find, according to a statement made by J. S. Otis, president of the J. S. Otis Mahogany Company (Inc.), New Orleans, who visited Chicago and other large northern hardwood consuming markets during the week ending June 18. Mr. Otis said that his own

Veneer and Panel Men Will "Carry on"

National Association Decides to Proceed with Advertising Campaign Despite Severe Depression in Business; Grading Rules are Adopted Covering all Woods Represented by Various Divisions of the National Body

According to statements made at the semi-annual meeting of the National Veneer and Panel Manufacturers Association at the Auditorium hotel, Chicago, June 14 and 15, the veneer and plywood business is extremely slack in all sections, both as to production and demand, logging as well as mill operating.

Nevertheless, this meeting was characterized by progressive action, expressing in unmistakable terms the belief of the members of the association in the early return of normal activity to the industry. Chief of this progressive action was the adoption of the report and recommendations of the Trade Extension Committee, which provides for a national campaign of advertising to cost not less than \$50,000, to start in September.

The next important revelation of faith in the future was the taking of definite steps to carry out the decision made at the annual meeting in December last to establish a national inspection rules bureau for veneers and plywood.

As a first and basic step toward the creation of this bureau the association adopted grading rules applying to all woods represented by the various divisions of the associations. That is, the rules of the Commercial Rotary Cut Gum Manufacturers Association of the South, as applying to gum woods, cypress, yellow pine, sycamore and cottonwood, rules of the Plywood Manufacturers Association, rules of the northern birch club, which included maple and other northern woods; quartered oak rules, rotary oak rules and rotary poplar rules. In connection with the adoption of the gum rules the sales code of the Commercial Rotary Cut Gum Manufacturers Association was also adopted.

The rules adopted were reported by the chairmen or members of various committees selected to represent each wood or group of woods. The report on the gum rules was read by Howard S. Young, secretary of the National Veneer & Panel Manufacturers Association. O. C. Lemke reported the birch rules; D. E. Kline the rotary oak rules, H. B. Sale, the poplar rules, and Lacy H. Sergent for the plywood manufacturers association.

The plan for a national inspection bureau contemplates the maintenance of an inspector to settle disputes for grades and rule interpretations, as suggested by C. B. Allen of the Allen-Eaton Panel Company of Memphis.

The decision to proceed with the national advertising campaign was made after G. O. Worland, chairman of the trade extension committee had described the wealth of material for effective veneer and plywood advertising that the committee has been able to uncover during the past six months. The possibilities of developing new fields for the use of veneers and plywoods through advertising are also surprisingly extensive Mr. Worland said. In this connection he mentioned the fact that architects are already showing interest in plywood panels for walls and expressed the firm belief that there would some day be a big demand for such panels.

The information which the research work uncovered concerning the ancient and honorable employment of veneer through the ages had so dignified the name veneer that there would be no



J. T. Horne, Tuscaloosa, Ala.; President

necessity of dropping the cognomen, as had been considered, Mr. Worland said. This research work demonstrated that veneering is a fine art and has been such since before the time of the Ptolemes. By digging into such ancient chronicles as Pliny the historian of Rome, and others, actual photographs were presented showing the veneering process as far back as the earliest dynasties of Egypt. These photographs were exhaustive, covering the entire world history of veneering. It was also shown that the great master furniture craftsmen of all time, ancient and modern, used veneer to beautify and enhance the value of their creations. All of this, Mr. Worland, said, answers conclusively the misconception that veneer is or ever has been a cheap substitute for solid wood. Veneer is a first rate cabinet making material, without which some of the finest decorative effects in wood work could not possibly be secured.

Agency Is Selected

Mr. Worland reported that the committee had selected the Conover-Mooney advertising agency of Chicago to handle the advertising campaign. The contract with this agency specifies that it is not to be considered binding unless William Clendenin, the member of the agency's staff who conducted the preliminary research work, is permitted to direct the campaign. This provision was made, Mr. Worland said, because of the fine enthusiasm and knowledge of the subject which Mr. Clendenin developed while on the research assignment. The committee felt that the experience which Mr. Clendenin gained in the research work would be indispensable to the success of the campaign.

One thousand dollars was spent in this research work, which Mr. Worland advanced out of his own pocket, and for which he was reimbursed by the Plywood Manufacturers Association, which is sharing the expense of the campaign with the National Veneer & Panel Manufacturers Association. Accordingly, the N. V. & P. association directed the treasurer to pay back \$500 of the \$1,000 spent. The treasury will be reimbursed out of the advertising campaign fund.

The N. V. & P. M. association assumed the responsibility of raising \$25,000 of the \$50,000 that will be expended. It is expected that \$20,000 of this \$25,000 will be raised among the members of the association on the basis of $\frac{1}{4}$ of 1 per cent of the total sales during the year from July, 1920, to July, 1921, according to a suggestion made by Mr. Allen. This will be collectable quarterly.

The work of the trade extension committee terminated with the delivery of Mr. Worland's report, but the association made him chairman of a new committee to direct the actual campaign. C. B. Allen and E. E. Hemmingway were selected to serve with him.

Horne Discusses Conditions

The meeting was opened by J. T. Horne of Tuscaloosa, Ala., president of the association, who presided, and delivered his semi-annual address. In this address Mr. Horne discussed general busi-

ness conditions with particular references to conditions in the veneer and plywood industry. "In our particular business, veneer and plywood, and it is no exception to the general rule, the demand for our product during the past six months has been at the lowest point in the life time of the men who are here today," he said. "During a period of twenty-nine years in which we have been actively engaged in the manufacture of some product from timber, that the past nine months is the only time in the twenty-nine years of our experience that we have been unable to sell our product at some price. And I am quite sure that there are men here today representing other mills who have found the same conditions to contend with that we have. The principal reason there has been no greater demand for our product is that during the time our product was scarce and prices abnormally high, the buyers of our stock seemingly bought everything in sight, regardless of price, and piled their warehouses to the top with this high priced material, and when the slump in prices came—as we all knew it would come—they were unable to dispose of their finished product at a price based upon the cost of the raw material that would let them out without an enormous loss, consequently their warehouses are still stocked with high priced veneers and panels, and being unable to realize profit based on the cost of their material, many of them are closed down.

"I feel sure that some of us during the past few months have quoted prices far below the cost of production in an effort to dispose of our output and keep our plants in operation, and have met with but little better success than those of us who asked a fair price for our product, as in either case but a very small per cent of our normal product has been sold."

Mr. Horne said the foremost reason for the adverse condition of supply and demand in this country is due to the inability of Europe to take our surplus. This situation can not be remedied, he said, until arrangements are made to finance Europeans so that they can buy to fill their really very great needs. For this reason he declared his opposition to a "prohibitive tariff on the products of the old world." He said: "We have almost one-half of all the gold in the world and as has been said by one of our leading financiers, there is such a thing as having too much money. It is not so much that we want their gold, but we want them to buy our products, and they can only buy them as we are willing to take their products from them, and I am sure right here is where I get into trouble with some of you men when I state that I do not believe the United States needs to put a prohibitive tariff on the products of the Old World, and while it might help us as manufacturers to have a tariff on lumber, I am not in favor of it, for the reason that we need now in America millions of new homes."

In closing his address, Mr. Horne admonished the members in the following terms: "If we leave this meeting with our mind fully made up, each of us, that we are going back home and do our very best to give employment to every man that we possibly can; that we are going to co-operate with every other industry in so far as we are able; that we are going to apply the golden rule to business; that we are going to play the game squarely, by the time we meet here in December I am sure that many of the dark clouds that now hover over will have rolled away and we will all return here with a more optimistic feeling than we have today."

Conditions by Sections

Further first hand information on conditions in the veneer and plywood industry was given to the association by representatives

of various sections who were called on by President Horne. The gist of the reports was that the great majority of the mills in every section are closed, that there is little veneer timber cut in any section and virtually none being cut. Speaking for the south-western section, G. W. Sparks of Des Arc, Ark., said that so far as he could ascertain there are only some 727,000 feet of veneer logs in the south. Of these, ten mills have about 327,000 feet, and one other mill 400,000 feet, which they are not going to cut. There are practically no veneer logs in Arkansas, he said, and no logging is being done for veneer logs anywhere in the south. Virtually all mills in the south are down.

Reporting for the southeast, President Horne said he made inquiries at twenty-six plants in the southwest and southeast and of these only one mill had 400,000 feet of veneer logs sunk. Virtually all the mills replied that they were down or would be down within the next few weeks. He did not know of one mill in central or southern Alabama that is logging for veneer purposes. Mills are all down, all without logs and nobody is cutting fresh timber.

Relative to the states of Michigan and Wisconsin, Mr. Hemmingway said that while most of the birch cutting mills of the north

have a fair supply of logs on hand, due to the winter logging custom, practically every mill is down and has been down for several weeks. Some plants that have the facilities to do so are turning their veneer timber into lumber. Mr. Hemmingway called attention to the fact that while the northern mills have a good supply of veneer logs cut these will not deteriorate as rapidly as they would in the south and consequently can be held much longer without loss.

J. H. Ross of Medford, Wis., confirmed Mr. Hemmingway's report of conditions.

F. C. Rice reported that conditions in the northeast are just about as they are in the south and other sections.

Fred C. McCracken of Louisville, Ky., called attention to the fact that the cost of veneer logs has advanced and said that when the members of the association try to replace the timber that they have recently cut they will find that it will cost them more than formerly.

The discussion of conditions was capped off by B. W. Lord of the Chicago Veneer Company, Chicago, who warned against the damage that accrues to the industry by trying to force demand. "When there is small demand and large supply, what good does it do to force your goods on the market?" he asked. "It is not good policy to force business. A great deal of veneer and plywood stock is being sold at less than cost or replacement cost. You must remember that the veneer and panel business is done on a generally rising market, owing to the continual decrease in supply of raw materials. Therefore, if everyone keeps as quiet as possible it will be a benefit to all."

Mr. Lord told his audiences that they must get down to an efficient and economic basis if they want to stay in business and compete with European manufacturers of veneer and plywoods, who are efficient and economical. Then he gave three rules by which improvement might be made: "1. Don't force business. 2. Get your business down to the most economical and efficient basis possible. 3. Co-operate with your fellow men in all lines and help to improve all business."

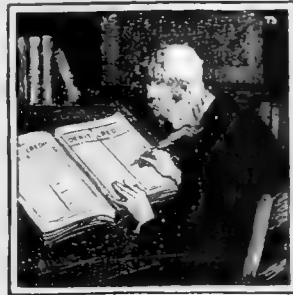
Mr. Lord said demand for manufactured products is slow in returning because the retailers are holding up liquidation. They are stocked up with high priced goods, which they are not willing to mark down to replacement levels. They are holding this stock

(Continued on page 46)



G. O. Worland, Evansville, Ind.; Chairman of Committee to Direct National Advertising Campaign

ALGOMA *the Better* Plywood



Credit where credit's due!

Credit for originating stock sized panels belongs to the Algoma Panel Company. This idea, now widely used, has saved manufacturers many dollars by saving on costs of production through standardization.

Credit for increased profits can be entered on your books by the adoption of Algoma stock sized panels. ALGOMA, THE BETTER PLYWOOD, is made up ready for delivery in panels of the following stock sizes:

24 in. x 60 in.	3-ply $\frac{1}{4}$ in. thick	24 in. x 72 in.
30 in. x 60 in.	5-ply $\frac{3}{8}$ in. thick	30 in. x 72 in.
36 in. x 60 in.		36 in. x 72 in.

This is only one of the many ways in which the interests of our customers are served. You can secure the benefit of our 35 years of careful manufacture by adopting Algoma the Better Plywood, for every purpose. Let us give you estimates.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

Controlling Moisture in Lumber and Veneers

By J. F. Hirt,

Vice-president, Forest Products Engineering Company, Chicago

The title of the subject, which your secretary has permitted me to select, indicates to my mind by far the greatest cause for the many difficulties and astounding losses encountered in the manufacture and use of lumber and veneers.

Unquestionably the greatest stimulus toward the solution of these important problems was created by the government through the U. S. Forest Products Laboratory at Madison, Wis. Uncontrovertible facts now make possible a full solution of the many problems encountered, and provide a fundamental knowledge with which to proceed and prove in practice much that has been unknowingly and unjustly termed "impractical theory."

In order to make this discussion as clear as possible to everyone, I have deemed it advisable to construct a foundation of facts, some of which may seem more or less elementary to those among you who have studied this important subject.

It is a well known fact that a single fibre of wood will not change its shape to any appreciable extent unless it imbibes moisture when it will expand, or unless it gives up moisture, in which event it will shrink. It follows then that the degree of expansion or shrinkage of the single fibre is multiplied in almost direct ratio to the number of fibres in a board or piece of veneer of any particular size. The thermal expansion and contraction is so slight that for our purpose we can ignore it entirely.

We first must deal with the natural, inherent moisture of our timber as it is manufactured into lumber or veneers.

In manufacturing veneers this problem is more simple, since you receive your logs nearly green from the tree and, therefore, practically all shrinkage resulting from evaporation of moisture is within your control. To take advantage of this requires thorough knowledge of what takes place in lumber and veneers while the moisture is being reduced.

Surprising Moisture Content

Many manufacturers express astonishment when they learn that some species of wood contain 200 per cent moisture in their green state. Certain species contain even more, 250 per cent being near the limit.

This moisture is contained in two known forms: **Free** and **Fibre** moisture. The former is contained in the open cells or pores of the wood and constitutes the bulk of the total moisture. The latter is contained in the actual fibrous structure of the wood and with the exception of a few species of wood can be safely stated to be about thirty per cent.

A sharp distinction must be drawn between **Free** and **Fibre** moisture since all the shrinkage occurring in the elimination of moisture occurs during the reduction of Fibre Moisture, and after the Free Moisture has been evaporated. This is quite general, but there are, however, a few exceptions to the rule with which we will not deal here.

Expansion of dry lumber and veneers can only take place when the moisture content is raised, but again, no further expansion takes place when the Fibre Saturation, that is thirty per cent, has been reached.

We now reach the conclusion that all so-called "working" in wood takes place during changes of moisture content between oven dry and up to thirty per cent, or **Fibre Saturation**, with the exceptions previously mentioned.

Just what chemical and certain physical changes take place during moisture changes is not definitely known, but we are really more interested in the structural changes and this has now been solved to a near state of perfection.

The fundamental principles of reducing and controlling moisture in veneers are identical with those applied to lumber, the only practical difference being that lumber requires more time and in approximate ratio to thickness.

In working lumber you purchase your waste by cutting off the checked ends of boards and planing a 4/4" piece down to 5/8", if it will not make 11/16" or 3/4" core or other dimension stock. With veneers you lose through checking and principally through severe "buckling" and consequent breakage.

Guessing Wastes Veneers

In the past we have talked of kiln drying lumber in terms of time in days required to dry a certain kind and thickness, without knowing the moisture content of the stock before placing it in the kiln, either guessing at the final moisture content, or, as in many other cases, making erroneous tests. Very few manufacturers are doing this correctly at the present time. Much less is being done in the control of moisture in veneers. They are usually dried by mere guess work, and herein lies perhaps the greatest source of loss.

It is decidedly incorrect to reduce veneers to an oven-dry state, because they cannot possibly remain flat when they again imbibe moisture. Considering the fact that any piece of lumber or veneer is made up of innumerable fibres and that these are distributed very non-uniformly, at the same time accepting for the moment the theory that any one fibre has approximately the same power to imbibe and give up moisture as another, it becomes quite apparent that board and, more especially, a sheet or piece of veneer, cannot possibly remain flat during moisture changes unless it is held or rather stressed into a flat position. Naturally the particular spot in an over-dried piece containing the greatest number of fibres, in other words the most dense spot, will take on the greatest amount of moisture and thereby very obviously will produce local expansion, more commonly known as a "buckle."

No doubt you have all noticed a greater depression around a knot in a dried board. This is undoubtedly due to a greater density of fibres around the knot, each having given up its own share of moisture and consequently proportionately greater shrinkage has occurred. This is a somewhat exaggerated example of the non-uniform density of timber and, for that matter, a sheet of veneer may have no knots at all and yet "buckle" beyond a point to which it would be practical to use it without further treatment.

Directions of Shrinkage

Other causes of unequal shrinkage are due to the natural general formation of fibres in the tree. A very good example of this can be observed in any telephone line pole. This shrinkage is evident in the form of large checked openings on the outer surface which grow smaller toward the heart of the tree. A single board, cut from any particular portion in the tree and left to dry out without piling or providing some other method to hold it in a straight position while drying, will shrink very nearly as indications would suggest in the telephone line pole. This indicates two directions of shrinkage which we need to consider here; they are commonly known as radial and tangential. For practical purposes longitudinal shrinkage need not be considered except that it must be recognized in panel constructions known as **concealed** or **exposed** crossings and in all banded types. The radial direction in a quartersawn board is with its width, while the tangential direction is through its thickness. Lumber

(Continued on page 35)

Some Reasons why Wood Mosaic Quality is Consistently High



SPECIALLY DESIGNED DRY KILNS WITH
500,000 FEET MONTHLY CAPACITY



THE MOST PERFECT POSSIBLE
VENEER DRYING EQUIPMENT



A LOG SUPPLY SELECTED BY
20 EXPERIENCED BUYERS



PERFECTLY BALANCED AND EQUIPPED
VENEER CUTTING PLANTS



FIVE MODERN BAND MILLS



THOROUGH CARE AND EXPERIENCE
IN HANDLING LUMBER

An organization complete in all details is a guarantee of correct product if properly operated.

Some organizations grow haphazard, expanding here and there at random and making impossible a co-ordinated whole. The operations of the Wood-Mosaic Company function with precision because every step has been part of a well-conceived plan. The basic thought is a plant for each type of production. Thus, every foot of Wood-Mosaic hardwood lumber and veneers in walnut, oak and poplar is produced in a plant designed especially for the manufacture of each class of product.

This holds from the logs, which are the careful selection of a trained corps of twenty timber buyers, through the final operations of handling the manufactured product, special equipment having been provided for each unit of manufacture so that the lumber and veneer product may be always correctly dried and further prepared for consumer's use. We solicit the opportunity of demonstrating the value to you of such an organization.

WOOD-MOSAIC COMPANY

(Incorporated)
LOUISVILLE, KENTUCKY

Chicago Representative:
GEO. W. STONEMAN & CO., 845 W. Erie St.
Grand Rapids Representative
HECTOR ROBERTSON, 232 Lyon St., N.W.

WOOD-MOSAIC CO., INC., LOUISVILLE, KY.

August Sales May Enliven Grand Rapids

Dealers in hardwood lumber in Grand Rapids are spending most of this summer fishing and the fishing is little better than the lumber market so as a general rule these fellows are all out of luck. The fact is so far as it pertains to lumber that practically no hardwood lumber is being shipped into the Grand Rapids furniture district at all. The dealers' yards are full and have been for a considerable time and little is going out of the yards. The furniture factories' yards are full of lumber and their warehouses are full of furniture. They need no more lumber so why not go fishing—if only the fish would bite.

The situation is well summed up in the following statement made by one of the largest dealers in hardwoods in Grand Rapids, a man who makes a particular specialty of furnishing the furniture factories with hardwoods, particularly of native growth.

"I have never known the hardwood situation to be quite as flat as it is right at this time. As a result I spend most of my time on the trout streams where the fish don't bite much better than the furniture manufacturers do. The furniture men made a mistake in January and I told them in advance they were going to. I urged them to put down their prices. They figured they could keep them up by bringing out new patterns. They tried it and they failed. The result is, that except for about four manufacturers who did do as I suggested, their warehouses are now filled with furniture which remains unsold. Therefore I can't sell any lumber.

"This situation is extremely bad. The lumber market is entirely demoralized. The prices on all lumber have been cut in the last nine months all the way from 60 to 75 per cent and on some grades and some kinds I am offering prices at below the pre-war price. Still I can't sell it because the furniture manufacturers can't use it.

"But not only are lumber prices demoralized but furniture prices are in even worse condition. It is an admitted fact that many furniture manufacturers are selling their products at below cost and unless this coming market serves to stabilize prices somebody is going to find himself in the bankruptcy courts before long. They can't go on making furniture at a loss forever. However, I look for a hardening of the market once it is under way but it will be on a basis of rock bottom price which the buyer will either have to pay or go without and the factories will be forced to close down.

"The hardwood lumber situation is dead all over. Most of the southern mills are not running and outside that lumber which goes into furniture those of us deal in hardwoods alone are having our troubles because of the disinclination on the part of the general dealer to sell building material unless he also sells the interior trim. The hardwood man is certainly out of luck these days."

So far as the furniture situation is concerned this lumber dealer has the dope just right. The demoralization in furniture prices which followed upon the heels of the January market is general everywhere in the industry. The National Alliance of Case Goods Manufacturers is making an energetic attempt to put prices back upon an even keel. It is admitted everywhere that a lot of goods has been and still is being sold at prices below the cost of production. All the members of this association have been urged to make inventory as of June 1 and to fix the prices for the July market on the basis of that inventory. A large number of the manufacturers have replied that they are agreeable to this and will do so. They add that having placed a fair margin of profit on their merchandise based upon this inventory, they will either get that price for their goods or quit manufacturing until the dealers are ready to buy. If they follow this plan to the letter and stand pat when the bears begin to work in the market the effect will be to stabilize prices and put the furniture industry back again out of its present chaotic condition and make it a paying industry once more.

Probably the chief reason for the present demoralization is due

to rumors which float through the furniture industry in never ending stream. Most of them—officers of the National Alliance figure 90 per cent of them—have no foundation in fact. They arise generally from a class of dealers who are looking for something cheap. These refuse one salesman's merchandise telling him that somebody else is doing so and so. The salesman communicates with his house and the manufacturer in many instances feels it is up to him to meet the competition and cuts the price accordingly. A checking up of these rumors prove most of them to be without foundation but perhaps the damage has been done before the checking up.

The rumor business usually centers about the several markets. The Jamestown manufacturer is told what the Grand Rapids manufacturer is doing and the Grand Rapids manufacturer is told a fairy story about what they are doing in Rockford or Chicago and so it goes. The July market in Grand Rapids and Chicago will serve to set at rest the great majority of these rumors for the manufacturers will all be together and the buyers will have the opportunity to learn first hand just what prices are. If no furniture at all is bought the market will have served a most useful purpose by thus setting at rest the rumors and all will tend toward stabilizing prices and so making the industry prosperous once more.

August Is a Star of Hope

Of course all eyes are now turned toward the August sales. If the dealers feel that August sales will bring success they will buy heavily at the market. If they are still skeptical, the buying will more likely be light. The Grand Rapids market which is always the barometer both as to conditions and prices will set the prices which other manufacturers will follow. If during the four weeks of this market sufficient confidence is generated in the dealers' dynamos all the industry will profit by the sales which will result.

Financial dopesters are quite of the opinion that business will begin to pick up about August 1. If their guesses are at all correct the August sales by dealers will be successful and factories will quickly feel it in increased orders. Business in the factories during the last few months has run about as follows the country over: January and February very bad indeed. March and April about 60 per cent of normal. May about an even break and the first half of June about the same. Now comes the market opening June 27 and that will largely determine what is to happen in the furniture industry for the balance of the year.

Evansville Trade Is Quiet

Trade is rather quiet with the furniture manufacturers at Evansville, Ind., at the present time, but they are of the opinion that the market that is to be given late in August will have the effect of stimulating the trade to some extent. A month or so ago there was a marked improvement in the furniture trade at Evansville and the manufacturers reported at that time that conditions in the east were improving rapidly and that it was but a question of time until the change for the better would be felt in the middle west, south and southwest. But during the past month there has been a sort of lull in the trade and conditions in the south are still bad, due to the fact that cotton is not moving at all and there can be no permanent prosperity in that section until cotton moves, it is pointed out. While the manufacturers report that they are getting some orders, trade has not picked up as briskly as they had hoped to see it. The plants are being operated on an average of forty-five hours a week and in some instances the factories are running as high as fifty hours a week. The factories a month ago were in the market for considerable gum and quartered white oak and the demand was quite brisk for a while, but recently the factories have quit buying lumber almost altogether. The outlook is not as bright as it was a month ago, although the manufacturers believe that things will pick up again.

HEADQUARTERS *for* Figured Red Gum Products



Sliced Veneers—1 24" Quartered Figured, prominent figure and strong contrast of color, for paneling, furniture, etc. 1/24" Plain and Quartered Red Gum.

Sawed Veneers—1 20" to 1 8" Quartered Red Gum, 8 to 16 ft. long for doors and interior trim.

Plywood—Stock sizes, 5/16" three ply, 48, 60 and 72" long by 18, 24 and 30" wide, Quartered Figured Gum, Sawed Quartered White Oak, Stripe Mahogany, good one side and good two sides. Also Tops and panels to specifications. "Made Right" to "Stay Right."

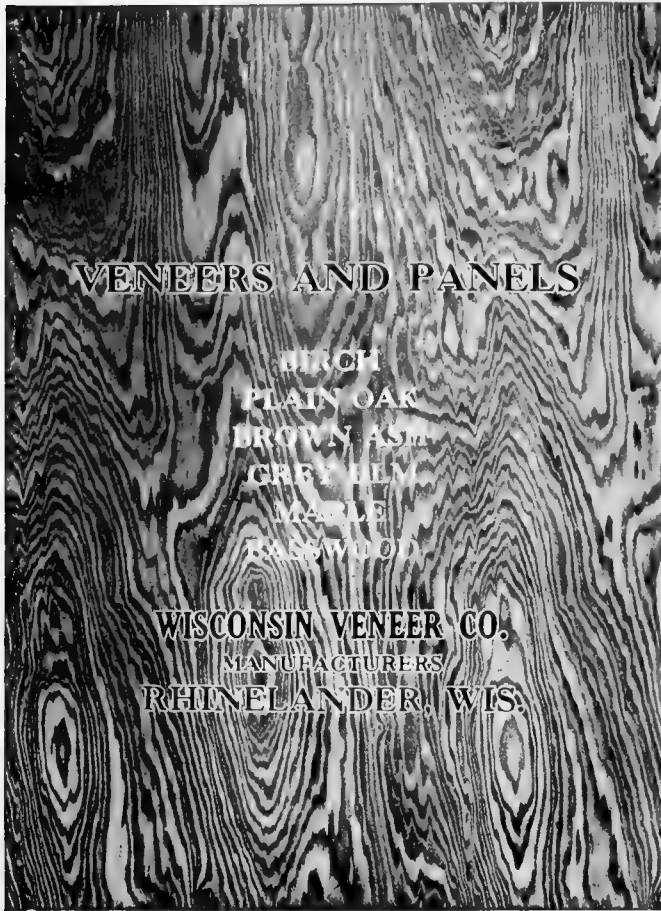
*All available
for immediate
shipment.
Priced right on
present market
costs.*

Now that Gum Lumber is also obtainable at such favorable prices, this is the opportune time to use more Figured Gum. It is the natural wood for the popular brown finishes.

The Louisville Veneer Mills

MANUFACTURERS MAHOGANY, WALNUT, OAK VENEERS AND PLYWOOD

Louisville, Kentucky



(Continued from page 34)

shrinks approximately twice as much in the tangential direction as indicated in telephone line pole example.

Since the wood is quite elastic, it is entirely possible to dry it in a straight condition without producing any other ill effects aside from natural shrinkage.

In other words, lumber and veneers must be held and stressed in a straight, flat position while the moisture is being reduced to exact requirements.

The solution of this problem lies in having at all times an exact knowledge of the atmospheric conditions throughout the drying period and during the process of manufacture. It is common knowledge that oven-dry lumber and veneer will imbibe or pick up moisture from the air, but to be exact, we must know just how much it will pick up. When the product ceases to give up or take on any further moisture, it is said to be in equilibrium with the atmosphere.

An empirical term which we have coined for this condition is E. M. C., meaning Equilibrium Moisture Content.

Must Know Plants E. M. C.

It is well recognized that the E. M. C. changes not only from one season of the year to another and would be different in various localities, but also needs to be known in the individual plant; however, it is entirely practical to work out standard drying and moisture control practice based entirely on this condition.

Once you have determined the average E. M. C. in your plant, you know definitely to what moisture content your stock must be reduced. Adjustments may need to be made during seasonable changes, especially in the colder climates where we are required to reduce the outside atmosphere already low in relative humidity, by heating it to a comfortable working temperature in the plant.

Some consideration must also be given the nature of the product, its use and where used, so that under certain circumstances it

would be advisable to control the E. M. C. during the entire year. This would not, however, be common practice, since there is another factor working in our favor at all times, which is the particular type of construction used in panels, furniture, and, for that matter, all wood-work composed of more than one piece, which will permit balancing of stresses, shrinkage and swelling.

In establishing the E. M. C. for your particular plant and product, it is first necessary to make extensive tests. These can be made by taking a number of oven dry cross section pieces of 4/4" board about 1/4" in the direction of the grain and suspending them in different rooms in your plant. After a few days they can be tested in the same manner as ordinary tests on lumber would be made to determine the moisture. The results of repeated frequent tests will permit you to work out an average E. M. C. which can be generally maintained at least during our extreme opposite seasons, summer and winter, providing of course that your entire product or a valuable portion thereof is not shipped to an extreme climate, in which event the E. M. C. would need to be adjusted to make up for at least a portion of the change. As an example, a manufacturer of furniture whose plant is located in Denver, Colo., where the E. M. C. in the open is very low, would get into much difficulty if he shipped his product overseas, unless he made provision to hold the moisture content of his material and finished product proportionately higher. I do not mean by this that the product would need to contain anything as high as the E. M. C. on ship-board as this would be 18 per cent or more. The exact E. M. C. in this case would be dependent upon conditions at final destination, the construction of the product and its intended use.

(To be continued in July 10 issue)

Stabilization Is Key to July Market

Stabilization of prices for the July markets has been the keynote of the recent meetings of various furniture trade associations, including the National Council of Furniture Associations, held in Chicago and elsewhere.

The National Council, which met at the Drake Hotel, Chicago, on June 15, adopted this resolution:

"Be it resolved that it is the sense of the meeting of the National Council of Furniture Associations in session on June 15, 1921, that the following recommendation be conveyed to each secretary of the members of this respective organization of furniture manufacturers:

"(a) We recommend that furniture manufacturers refigure their costs very carefully prior to the July market.

"(b) Such costs should be figured on the basis of present market of labor and materials, and on the basis of normal operation.

"(c) Selling prices established on that basis should be made as low as you are convinced it is possible to make them including a fair margin of profit.

"(d) If the foregoing suggestions are carried out by every furniture manufacturer, there will be no change in prices during the sales season approaching."

Leaders of the furniture industry are convinced that the success or failure of the July market depends upon whether or not prices are stabilized when the market opens. Investigations of the retail branch of the industry have shown that the retailers are ready to do business on the July market, provided they can be convinced that prices have been placed upon the new normal basis and will not continue downward. The retailers have disposed of the bulk of the "distressed" and "close out" stocks offered by manufacturers earlier in the period of depression. They have been buying in good volume for the past sixty days, better during the last thirty than the first thirty, indicating a steady

(Continued on page 42)



***K**NOWLEDGE and honesty are the tap roots to healthy business. Knowledge teaches us to make better goods more cheaply. Honesty will pass that benefit on to others—to you. That knowledge which can create more efficiently and cheaply can produce for the buyer to better advantage. Hoffman Brothers hardwoods are traditionally the product of knowledge. For more than a half century we have operated (on one spot) consistently in advance of progress. During each year since the first log was turned the advantage of knowing how to make good lumber at low cost has been honestly passed on to our customers. Knowledge and honesty are the foundations of our business. They will be reflected in every foot of Northern-grown hardwood lumber you buy from us.*

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.
10th and Murphy Streets Des Moines, Iowa

An Open Letter to Veneer and Plywood Makers

The committee which was selected by the National Veneer & Panel Manufacturers Association, at its semi-annual meeting in Chicago on June 14, to direct a \$50,000 campaign of national advertising, has issued an open letter to veneer and plywood manufacturers in this and the Plywood Manufacturers Association, asking their support of the campaign. This letter was signed by G. O. Worland of the Evansville Veneer Company, Evansville, Ind., who was named chairman of the Plywood Trade Extension Committee. The letter follows:

Gentlemen:

That there is an over-production of veneer and plywood, is a recognized fact. We must reach out beyond our present source of consumption and stimulate the desire and demand for our product.

The public must be educated as to what veneer and plywood really is. We must remove the prejudice that exists, and to the ultimate buying public prove that veneer and plywood construction is a modern and superior construction, that adds beauty, strength and lasting qualities to the finished product in which it is used, and removes a possibility of splitting, shrinking, swelling and warping.

All objection to veneer and plywood as used in its primitive application can be and is being overcome, and the consuming public must be educated to that fact. When this is done, we can be sure of increased demand for our product, and many new uses can be found for it if we will by concerted effort go after them.

Substitutes are continually after us, why let them gain trade that might be ours by going after it? Steel and other metals, fiber board, wall boards and various compositions, have all taken a very substantial amount of trade from our industry, when a goodly part of it might have been prevented, had we had a trade extension organization.

It does not follow that the adoption of substitutes for wood and veneer plywood was on account of superiority, but in most instances rather on account of publicity engaged in on the part of substitutes, and a lack of organized effort to present our counter argument.

The most striking instance of superiority of plywood construction over all competition was in the airplane, where plywood won on its merits solely, and through no associated assistance of our industry. Since this victory of plywood, there has been an immense interest awakened on the part of the automobile trade for tops, bodies, dashes, wheels, etc., as well as by other trades that begin to see possibilities.

Our substitute competition is aware of this, and a number of them are organized to fight for their products. If we want it we must enter into the lists and present our case.

The opportunity for the architectural and standardized wood panel for interior decoration is ripe for us, and needs only organized effort to secure. With modern methods of application and special moldings, this may be made a very attractive field for volume, as it will be stock material that can be manufactured in anticipation of orders, instead of specially ordered, as most of our business now is.

There are numerous inquiries now being made as to the possibility of plywood for new uses, and with a centralized bureau, these may be followed up, research be made, and the use of our product extended.

The law of supply and demand is as immutable as the sun and moon, as regards the value of our product. There is already established a capacity for overproduction for present needs and demand. Not only would it be illegal, but impossible to curtail

(Continued on page 42)

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS



THE PEKIN MILL WHERE IT IS MADE

(Continued from page 38)

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Hollings. Send us a trial order for a crate or a carload, and we are confident you will forward repeaters without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperaage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

YOU WILL not appreciate the Mengelgrade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY

INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

increase in their needs. Statistics carefully compiled by associations of manufacturers show that manufacturers' sales during May averaged around 75 per cent of normal in volume, though money value, of course, did not average near so high, as prices have gone down nearly forty per cent.

All of this indicates that the July markets offer a great opportunity to manufacturers of furniture to revive business on a normal scale, provided they inventory and refigure their costs on the new basis of cheaper materials and labor, placing prices as low as they can be placed and give a fair profit. This will prevent fluctuation of prices on the market and give the market the stability that will convince the retailer that it is safe to buy. Everything is said to depend on this.

At the seventh mass meeting of Living Room Table Manufacturers in Chicago, June 14, at the Auditorium Hotel, M. Wulpi, commissioner, gave a diagnosis of present conditions in the living room table industry, in which he reported that the Furniture Council's recommendation for June inventory had been favorably acted upon by a number of living room table, dining table and piano bench manufacturers. He urged the necessity of knowing the actual situation in order to make a correct and safe stand in the July market. There must be a stable market in July for renewal of production and business, he said. He told the manufacturers they must get off the present "dead center."

Before the close of their meeting the Living Room Table Manufacturers adopted a resolution saying "that in the opinion of manufacturers present, and in view of conditions existing, it will be necessary and essential that manufacturers go into the July market with definite prices, based on safe costs and that said prices be then maintained and no reduction made therefrom."

West Baden, Ind., was selected as the place for the next mass meeting, which will be held in September on a day to be selected by the Executive Committee.

In his report of the thirteenth mass meeting of the National Association of Piano Bench & Stool Manufacturers, Niagara, Ontario, June 9-10, Mr. Wulpi said present complications of the valuation commission indicate about a 16 per cent increased cost between product of present 60 per cent and normal.

Mr. Wulpi also urged in this industry the necessity of the half-yearly inventory as a guide to needs of the July market.

(Continued from page 40)

production by associated control, but we can by united effort and co-operation increase the demand in our present markets as well as new markets to be created.

This is not an idle dream, but is following the successful campaigns as worked out by numerous industries in the past, which have been carefully studied and are sure results.

No one, nor any few concerns, can be expected to carry on a campaign of educational endeavor or trade extension work for the entire industry, but by associating ourselves into one bureau under one management, the financing will not be burdensome, and the benefit, whether direct or indirect, will be reflected in the industry as a whole, and each of us will secure his share.

As the demands catch up with the supply, it will naturally follow that the price of our commodity will be in keeping with its value, that our plants be kept up to normal operating capacity, and our market stabilized.

We have drifted with the tide, buffeted about by public ignorance and indifference as to our product, with no sail and no objective port.

Supposing that we overhaul our boat, hoist the sails of education, advertising and determination, and start for the port of Greater New Business in the good ship Plywood Trade Extension Bureau.

Yours truly,

Plywood Trade Extension Committee, G. O. Worland, Chairman

DISPLAY

"RIGHT VENEERS AT RIGHT PRICES"

Our spacious, brightly lighted sample-rooms afford excellent opportunities for examining samples which accurately represent our line of



QUALITY VENEERS

in

WALNUT BUTTS
MAHOGANY
LONG WALNUT
BURLS & OAK
POPLAR and
OTHER PLAIN
&
FANCY WOODS

MILLS - BALTIMORE, MD.

Sales -

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THE WILLIAMSON VENEER CO



Strength of Organization Is a Guarantee of Product

UNLIMITED buying power guarantees raw material. A long experience exclusively in walnut manufacture, with resulting perfection of organization; careful attention to details and representation at your factory by established and experienced men, is a combined assurance of both quality and delivery of your walnut veneers—when you buy from Pickrel.

*A reserve of from five to seven million
feet of well-balanced stock always on hand*

PICKREL VENEER CO.

INCORPORATED

NEW ALBANY, INDIANA

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.

Q
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Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

(Continued from page 32)

hoping to "catch enough suckers" to get rid of it. But naturally the suckers come slowly.

Buyers Grow Conservative

The next two or three years will be an era of conservative buying, in marked contrast to the period of reckless buying that has just passed, Mr. Lord said. To begin with the city workers and farmers who spent so lavishly will not have the money to continue that practice and furthermore everyone will have learned a lesson of thrift from this period of depression and those that have money will spend very cautiously.

In opening his address, Mr. Lord described present conditions in the veneer and plywood industry by citing two incidents. The scene of incident No. 1 was at Rockford, Ill., where a veneer salesman the other day counted sixteen other veneer salesmen in that town the same day. Incident No. 2 occurred at the convention, a veneer manufacturer during the morning session having made an unsuccessful attempt to get a dime changed.

Mr. Lord made a report of his work as national councillor to the Chamber of Commerce of the United States, during which he discussed current business problems and arranged to secure the votes of the members on Referendum No. 36, regarding forms of Federal taxation. He had copies of this referendum distributed among the members and asked that they study it and give him their opinions by mail, so that he might cast the vote of the association, according to the majority opinion.

D. E. Kline and C. B. Allen reported on the complaint filed by a special traffic committee of the association before the Interstate Commerce Commission to put into effect the findings of the commission in Docket No. 8131. This order, which was issued by the I. C. C. in 1919, provides that all plain veneer shall take the same rate as thin lumber; figured veneer 15 per cent above the lumber

rate, common plywood 10 per cent over lumber and figured plywood 15 per cent over lumber. But owing to the financial needs of the railroads, the I. C. C. has consistently refused to enforce the order, though acknowledging the justice of the rating. Persuasion was tried without results and now the Southern Hardwood Traffic Association has filed and is pushing a formal complaint to force Docket No. 8131 into effect. Expense of this litigation (\$3,000) is being borne jointly by the U. V. & P. Manufacturers' Association and the Plywood Association.

Mr. Allen said that the operation of this order would be one of the most important things that could happen to the industry, as it would mean the saving of tremendous sums of money in freight. The fight, he said, is already virtually won.

The members enjoyed a buffet luncheon at noon and in the evening the semi-annual dinner was held at the South Shore Country Club.

Appointed Canadian Agent

Robert Bury & Company, Toronto, have been appointed Canadian sales and distributing agents for the Waterville Veneer & Panel Company, of Waterville, P. Q. The latter company some time ago bought out George Gale & Son, and are makers of all kinds of veneers and panels in all the leading Canadian woods such as maple, birch, elm, ash and basswood. The plant is thoroughly equipped in every respect and has excellent facilities. Among the installations are three lathes, one of which can cut rotary veneer up to 120" long. In the panel factory only waterproof glue is used. Robert Bury & Co. are not only handling the product of the Waterville plant for the Dominion and the United States, but also in the old country as well, stock being carried at London, Liverpool and at Burton-on-Trent.

"Finest"

1903-1921

TOPS, PANELS AND OTHER PLYWOOD

ALSO

HIGH GRADE FLUSH DOORS

Quality is produced by using the best materials, scientific construction, modern equipment and careful attention to details.

Capacity—Our plant is recognized as one of the biggest of its kind in the country. We are fully equipped to make anything you want in plywood and give you prompt service on your requirements.

Experience—We have been making plywood for many years and careful training has brought the efficiency of our help to the highest standard.

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN



American Walnut of Character

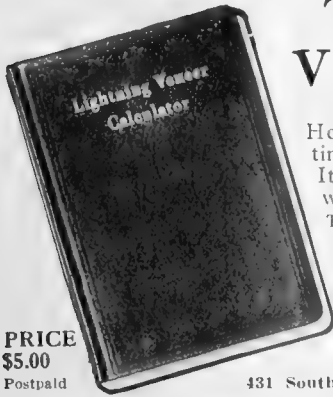
AS IN any other manufacturing line, there are right and wrong ways in the converting of walnut logs. An extensive list of old and satisfied customers convinces us that through our many years' experience we have found the right way—at least in most things—though we are always striving to improve ourselves.

Thus we feel nothing but confidence in guaranteeing correct inspection and satisfactory service. Prompt shipment always on any grade or thickness.

**MILLS, YARDS
AND OFFICES
KANSAS CITY, KAN.**

**Frank Purcell Walnut
Lumber Co.**

WALNUT



The Lightning Veneer Calculator

Will Pay for Itself in a Day

Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

ORDER A COPY NOW

and eliminate the unnecessary, complicated and cumbersome work of calculating veneers.

AMERICAN LUMBERMAN
CHICAGO

431 South Dearborn Street

PRICE
\$5.00
Postpaid

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Plywood & Veneer

We Make Panels to Your Dimensions in Any Thickness or Wood.

ALSO

Carry Stock Size Panels for 1 and 2 Panel Doors, Wainscoting, Cabinet Work, Drawer Bottoms and Case Backs, for Immediate Shipment.

WRITE FOR COMPLETE PRICE LIST

Birch Veneer

1/20 inch—1/16 inch—1/8 inch

ONE CRATE OR A CARLOAD

GEO. L. WAETJEN & CO.
MILWAUKEE, WISCONSIN

"CASCO"

WATERPROOF GLUE

MIXED COLD—USED COLD

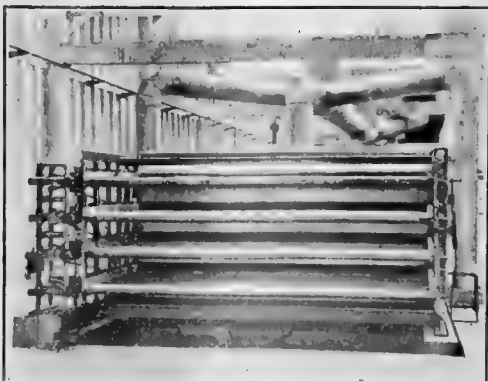
Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



THIS illustration shows a view of the Feed End of a Coe Dryer, 100 feet long, in the new plant of the Elliott Bay Mill Company at Seattle, Washington. It dries Fir Veneer of various thicknesses. It is a well-known fact on the West Coast that

The COE DRYERS

dry this wood much faster and better than it can be done by any other method. Coe Lathes, Clippers and Knife Grinders are used in this plant.

This Dryer is noted for: *Its satisfactory service;*
its labor saving; *the high quality of its product.*

THE COE MANUFACTURING COMPANY

We build all the machinery for a Veneer Plant.

PAINESVILLE, OHIO, U. S. A.

Evansville

*Sliced
Walnut*

Indiana

*Sawn and Sliced
Quartered Oak*

Veneer

*Sliced Figured Gum
Rotary White Oak*

Rotary Cut Gum

Faces, Backs

Drawer ~ Bottoms

Cross Banding

Center Stock

THE
Evansville Veneer Co.

MANUFACTURERS OF

VENEERS.

EVANSVILLE, IND





HIGH HUMIDITY DRY KILN



Wellington Piano Case Co., Leominster, Mass., making the highest grade cases. Battery of 5 kilns recently installed making a total of 11 Sturtevant kilns.

"THE KILN WITH THE CIRCULATION YOU CAN UNDERSTAND"

B. F. STURTEVANT COMPANY, HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga.

Boston, Mass.

Chicago, Ill.

New York, N. Y.

Philadelphia, Pa.

Rochester, N. Y.

Seattle, Wash.

San Francisco, Calif.

and several other companies that he knows of are out of this item because of the good demand.

N. C. Mather, president of the Lumbermen's Association of Chicago, recently returned to Chicago from a trip South, where he tramped over a number of fine golf links in pursuit of the white pellet.

L. E. Cornelius of the Cornelius Lumber Company, St. Louis, was among the out-of-town hardwood men who played in the tournament of the Lumbermen's Golf Association of Chicago at the Beverly Hills Country Club on June 21.

J. H. Maassen, manager of the southern branch of the Chicago Lumber & Coal Company at Memphis passed through Chicago on his return from Philadelphia, where he attended the National Hardwood Lumber Association Annual and campaigned for a sales code. He was chairman of the committee which framed the Memphis code. Mr. Maassen visited the Chicago office of his company while in Chicago.

CLEVELAND

Hardwood interests of Cleveland and Northern Ohio are planning to join with general lumber interests here in the campaign against the state fire marshal's office. The movement is designed to upset what most of the trade believe to be an insidious effort to injure the lumber industry of Ohio. First hint of this came to Cleveland a few weeks ago when it was stated that the state fire marshal would attempt to restrict the use of wood shingles in the state.

Hardwood factors here are favoring the move, definitely decided upon by the board of directors of the Ohio Association, for the establishment of inspection bureaus for the various state districts, these bureaus to supply tally men and inspectors for the benefit of consumers of all lumber who desire accurate measurements of their incoming cars. The plan will not only comply with the request of the consumers, but will fill a long felt want, lumbermen here believe, both for the benefit of the buyers and the lumber trade itself. At the Columbus meetings the Cleveland district was represented by Chairman George W. Meyers of No. 19; F. P. Potter, president of the Cleveland board, and Mr. O'Brien.

The hardwood branch of the lumber industry of the country will presently be advised of its part that it is expected to take in the next big building show to be held here early next winter. The date will be fixed later when the completion of the Public hall, where the event will be held, is more certain. At the meeting this week of directors of the enterprise the affair was officially named the American Building Exposition. An architect has been appointed to plan the exposition settings, which will occupy 52,000 square feet of floor space.

Technically the strike of 25,000 building trades employees is settled, following the awards on wages by the joint arbitration committee representing employers, employees and the public equally. The average wage from June 1 to February 1 will be \$1.04 an hour, which rate the carpenters receive. Since the awards bricklayers have decided to strike again to hold out for a wage of \$1.25 an hour. This will not affect any branch of the lumber industry, leaders in this branch of the building trade assert. The operatives lose altogether \$700,000 by the new wage awards, an insignificant figure compared to the weekly loss of \$1,500,000 during the strike.

Regardless of the outcome of the big walkout as far as employers and employees are concerned, the Cleveland Chamber of Commerce, in a public statement, declares that it will "use every proper means to break what we believe to be a vicious monopoly by the Building Trades Employers' Association and the Building Trades Council, in their own selfish interests and in defiance of the public interest."

PITTSBURGH

Iron City Lumber Company reports some industrial business on very much lower prices than were prevailing two months ago. The market trouble is to take care of the many cars that are being held at present on demurrage.

The fight of the Pittsburgh contractors for an open shop market in building in Pittsburgh seems to be gradually winning out. A lot of shops are going ahead open shop, but the end is not in sight.

The Superior Lumber Company in the Lyceum building reports a fair business, all things considered, which means that general business is mighty quiet. President H. W. Henninger is working hard to get the industrial trade lined up.

The Glade Lumber Company of New Castle, Pa., has decreased its capital from \$250,000 to \$125,000.

W. P. Craig, who has been for many years in the Empire building, moved his offices lately to the eighth floor of the Wabash building.

E. H. Shreiner Lumber Company of the Park building reports industrial trade fearfully bad in all directions. Only now and then can a purchasing agent be found whose orders are not to "sit tight" until the worst is over.

The plant of the Penn Wheelbarrow Company in the Fifteenth Ward of this city was damaged \$50,000 by fire June 15. The fire was supposed to have caught in the company's garage.

The plant of the Nufer Cedar Company at Port Vue, 20 miles up the Monongahela river, was burned June 7, with loss of \$200,000, in a fire

which caused a total loss of \$5,000,000. It is likely that the plant will be rebuilt in the near future.

The Cherry River Lumber Company of Titusville, Pa., has discontinued doing business in West Virginia. It was well known as a hardwood concern.

The Kendall Lumber Company reports industrial and mining trade extremely poor and says there is no railroad inquiry at present. Sales Manager Andrew W. Kendall announces that the mill of the company at Crellin, Md., is turning out 75,000 feet a day.

BOSTON

Albert H. Stearns, long associated with the A. T. Stearns Lumber Company of Boston, died suddenly a few days ago at the home of his son, Albert Thomas Stearns, in Pawtucket, R. I. He was born in Waltham, Mass., on Aug. 15, 1844, was educated in the public schools of Dorchester, Mass., and early in his life founded with his father the A. T. Stearns Lumber Company business, with which he was prominently connected the remainder of his life. He was a thirty-second degree Mason, "Son of the Revolution," and a member of various historical societies. Burial was in Dorchester.

BALTIMORE

T. Bledsoe, of the Brown Bledsoe Lumber Company, Munsey wholesale hardwood dealers in the Munsey Building here, on his return recently from a trip down to North Carolina, with a dip into adjacent states, said that the furniture manufacturers at High Point and other places in North Carolina were buying hardwoods with greater freedom, and that there was every prospect that the demand from this source would continue, as the factories had plenty of orders for furniture in hand.

M. S. Baer and Frank Heim, of the wholesale hardwood firm of Richard P. Baer & Company, Maryland Casualty building tower, this city, went to Philadelphia to attend the sessions of the National Hardwood Lumber Association by automobile, and then continued on to New York, to have a look around among the trade.

M. L. Himmel & Son, office furniture manufacturers, now located on Frederick and Gay streets, who purchased a factory building on Calverton road some months ago, have bought an adjacent lot 60 feet on Frederick road and extending 600 feet on Warwick avenue. The main plant will be remodeled at a cost of \$150,000, the improvements to include a dry kiln with a capacity of 50 cars of lumber, garage, varnish and paint vault and other structures.

COLUMBUS

Governor Davis has signed the three bills providing for reforestation and protection of present state forests which were passed by the last session of the Ohio General Assembly, fathered by Representative Silver of Preble county. The three bills for the first time in the history of the Buckeye state provides for a definite forestry program. In all \$70,000 is appropriated for the first year's work. The bills will become effective in August and steps will be taken to name Edmund Segrist as state forester.

The Apple Creek Screen Door Company of Apple Creek, Ohio, has been chartered, with a capital of \$20,000, to manufacture screen doors and mill work. Among the incorporators are W. A. Knable, J. A. Zaugg, William Cramer, Mrs. A. D. Eyman and Henry Young.

In carrying out the reforestation program as outlined in the three Silver bills, a committee representing the Ohio Legislature inspected a tract of 20,000 acres in Scioto county, which was approved, and steps will be taken at once to acquire the property. The plans are under the charge of the Fish and Game Bureau. The property is covered with second growth timber, which has grown to such an extent that it will be self-supporting within 20 years.

The Mid-West Lumber Company of Cuyahoga Falls, Ohio, has been chartered with a capital of \$200,000 to deal in all kinds of lumber. Among the incorporators are George Heinicke and L. W. Rinear.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company, reports a fair business, although orders are far from being normal. "The volume of business is about the same as it has been, if the small business can be styled under the name of volume," he said. "Inquiries are still coming in fairly well. Retailers are the best customers at this time, although some buying is being done by coal mining concerns. Prices are fairly steady at previous levels."

E. M. Stark, vice-president and treasurer of the American Column & Lumber Company, reports conditions in the hardwood trade as rather quiet. Inquiries are rather numerous, some of which are live ones. The best feature, according to Mr. Stark, is the fact that manufacturing concerns have used up their reserves of hardwoods, and consequently if they continue operations will have to come into the market.

CINCINNATI

The Southern Railway has issued a new tariff, which will become effective July 20, and which will place Cincinnati lumber manufacturers

and shippers in more advantageous competition with points in the timber country south of the Ohio river. The new tariff covers rates and regulations for transit privileges on forest products and will permit the shipment of lumber from southern territory to Cincinnati to be unloaded here for manufacture and re-shipped to points north, east and west of the city on the basis of the through rate from the point of origin to final destination, plus transit charge of 2½ cents per 100 pounds. The Southern Railway now has in effect at Cincinnati rules of a similar nature, but not related to points of origin and destination, so that they are not nearly so beneficial as these new rules will be. This arrangement which the lumber interests have been after the Southern Railway to establish for the past two years is one which will be of great benefit to the lumbermen in Cincinnati and territory.

A baseball game between the carriage manufacturers and the accessory men was the feature of the annual outing of the Cincinnati Carriage Makers' Club at Laughery Island on June 18. The carriage manufacturers defeated their opponents by a score of 6 to 0. Among those present at the picnic were: Philip E. Ebrenz of St. Louis, former president of the Carriage Makers' National Association; E. E. Hughes of Lynchburg, Va., and Harry Jay of Detroit. James E. Baker was chairman of the entertainment committee.

Emile Hess, general manager of the Sayers & Sonville Carriage & Motor Car Company, attended the annual meeting of the National Chamber of Commerce in New York City last week.

Cincinnati lumbermen who were admitted to the membership of the Chamber of Commerce at a recent meeting of the board of directors are: R. M. Smith, president of the R. M. Smith Lumber Company; Theodore Davis, district manager of the Southern Hardwood Traffic Association; Charles S. Ferris, president of the Ferris Lumber Company, and Henry M. Wood, superintendent of the Cincinnati Trailmobile Company.

The Emerald Lumber Company, which was organized here several weeks ago, was incorporated at Columbus, O., recently for \$25,000. The incorporators are: P. H. Conneighton, E. T. Conneighton, J. E. Daugherty and Juliette H. McCarthy.

INDIANAPOLIS

The employees of the Martin-Parry Body Corporation, Indianapolis, held their big annual picnic Saturday, June 11, at the North Side Turner Park, adjoining Fairview, and more than six hundred persons attended. The picnic in Indianapolis was held at the same time as a similar celebration by the employees of the other plant of this company at York, Pa. The Indianapolis plant, formerly the Parry Manufacturing Company, was closed all day to give every one in the organization an opportunity to spend the entire day at the picnic grounds. Special cars carried the employees from Capitol avenue and Maryland street at 9:30 o'clock to the picnic grounds. A basket dinner was provided by the employees, and the entire day spent in games and amusements, the principal feature of which were a horseshoe contest and a baseball game between a team from the factory departments and one from the office.

EVANSVILLE

D. B. MacLaren, engaged in the lumber business at Indianapolis, formerly engaged in business in Evansville, was a recent business visitor in Evansville. He said that while trade for several months past had been rather slow, that things are looking up once more.

Gus A. Bauman of the Maley & Wertz Lumber Company has returned from a business trip on the road and reported that he found trade some better than it was a month ago.

Paul W. Lühring of the Lühring Lumber Company and Charles W. Wolfelin of the Wolfelin West Side Lumber Company are talking of arranging a big Hoo-Hoo concatenation for Evansville along late in the summer. It has been several years since a concatenation was held in this city, and an event of this kind would bring Hoo-Hoos here from many towns in southern Indiana, southern Illinois and western and northern Kentucky.

A new planing mill will shortly be started in operation at Delphi, Ind. The organization of the new company is as follows: J. W. Acheson, president; Earl Thompson, secretary and treasurer, and Caesar Margowski and Kenner Stewart directors.

Announcement was made by William H. McCurdy, president of the Hercules Buggy Company, a few days ago that within a short time the company will begin the manufacture of a high grade automobile to be called the McCurdy. The new industry will give employment to a large number of men in time. The price of the new car has not yet been fixed.

The Arvae Manufacturing Company at Anderson, Ind., operating a large factory for automobile accessories at that place, has started to increase its output. The company had recently curtailed the output. A number of more men have been added to the pay roll.

Bert Tisserand, who for many years was connected with the J. C. Greer Lumber Company of this city, but who is now engaged in the oil business at Wichita Falls, Tex., is here for a short time visiting relatives.

The wedding of Miss Helen Halleck Busse, only daughter of Dr. Edward

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Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity

P. Russe of this city, and Carl Wolflin, will take place on Friday, July 1, and after an extensive bridal tour the couple will make their home in this city, where Mr. Wolflin is associated with his father, Charles A. Wolflin, in the management of the Wolflin West Side Lumber Company. Until recently young Wolflin was connected with a large lumber company at Minneapolis, Minn., but returned to Evansville to arrange for his approaching wedding. He is a member of the Evansville Lumbermen's Club and is well known to the trade in southern Indiana.

It is expected more logs will be gotten out in the camps along Green and Barren rivers in July and August than during the previous months of this year. Most of the logs will be rafted here for the local mills.

The journeymen carpenters and bricklayers at Evansville, Ind., will accept a cut in wages amounting to 14 per cent under their scale that prevailed last year. This was the decision of the board of arbitration that was appointed some time ago to fix the wage scale for most of the building trades in Evansville. On the first of last April the building trades of Evansville went out on a strike after the contractors had made an announcement that the wages of the men would be cut 20 per cent under that of the scale of 1920. The men had not been out long until they agreed to submit their case to a board of arbitration. The understanding was at the time that the cut in wages would not be less than 10 per cent nor more than 20 per cent of last year's scale. The contractors selected Frank H. Hatfield, attorney, as their member of the board of arbitration, while the building trades selected Albert J. Veneman, also an attorney. Mr. Hatfield and Mr. Veneman in return selected the Rev. A. E. Craig, pastor of the Trinity Methodist Episcopal church, as the third member and he was named as chairman of the board. The board heard evidence on both sides of the case. They announced in their decision that they thought a reduction of 14 per cent would be just to both sides. It is expected that practically all the other building trades of the city will accept reductions in wages amounting to 14 per cent.

Lumber and furniture manufacturers at Evansville, Ind., took a leading part in the special election held in Evansville on Thursday, June 17, to vote on the question of the city manager form of government for Evansville. The proposition was defeated at the ratio of two to one. Now that the city manager proposition has been disposed of the people of Evansville will hold their regular election in the coming November. This will be especially interesting to the lumber and furniture world when it is known that Mayor Benjamin Bosse, Democrat, is opposed in the election by J. S. Hopkins. Mayor Bosse is at the head of the Globe-Bosse-World Furniture Company and is associated with many more large wood consuming com-

panies, while Mr. Hopkins is manager of the Never Split Sest Company of Evansville. Mayor Bosse is also Democratic state chairman for Indiana.

MEMPHIS

W. E. Nickey, of the Green River Lumber Company and Nickey Bros., Inc., has returned from an extended trip to Los Angeles and other Pacific coast points. He says that, when he left that territory, business was decidedly better than in the South.

Nickey Bros., Inc., are operating their veneer plant on part time on cypress veneers. They are running their sawmills only enough to cut the flitches from which the veneers are produced.

Jas. E. Stark & Co., Inc., announce that their mill at Dyersburg, Tenn., closed down Saturday, June 18, and that their mill at Memphis will close down at the end of the current week. This is a direct result of completion of the conversion of logs on hand into lumber. Mr. Stark, president of the firm, is authority for the statement that the band mill at Dyersburg will remain down indefinitely, while the mill at Memphis will be operated intermittently during the remainder of the year. This is due to the fact that the firm has a timber contract requiring removal of a certain amount of timber during 1921. Aside from taking care of this particular timber, the company is making no preparation for getting out logs or for conducting milling operations.

The closing down of these two mills is a striking illustration of what is happening at other points in this territory. It is regarded as practically certain that more mills have closed down during the past thirty days in Memphis and the Memphis territory than have resumed operations. This means that the output of hardwood lumber has decreased rather than increased. It also means that the production of southern hardwoods is at the lowest ebb in the history of the trade at this time of the year. Some members of the trade estimate that hardwood output is not more than 15 per cent of normal, while some others place their figures even lower.

This is the time of the year when there is usually very great activity in getting out logs and in making preparations for late summer and early fall production. But, even so, there is almost nothing being accomplished in this direction. The few firms who are going ahead with their manufacturing operations and who are producing the bulk of the lumber at the moment are necessarily going ahead with their timber operations. The vast majority, however, are doing practically nothing. It is pointed out that something like sixty to ninety days would be required to supply the mills with timber for fall operations and it is beginning to be quite generally realized that, even if logging should start up in the near future,

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Bone Dry stock:

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5/4 No. 2 A & B Common Poplar.....	19,000 ft.
5/4 No. 2 A & B Common Poplar.....	31,000 ft.
4/4 No. 2 Common Plain Oak.....	16,000 ft.
4/4 No. 3 Common Plain Oak.....	33,000 ft.
8/4 No. 3 Common Plain Oak.....	23,000 ft.

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Gum, Chestnut, genuine Tennessee Red Cedar and other hardwoods

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Complete stock of

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**HARD MAPLE
SOFT MAPLE
BASSWOOD**

**BIRCH
BEECH
ELM**

UP-TO-DATE BAND MILLS Now OPERAT-
ING at PELLSTON and MUNISING, MICH.

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We are running our mill continually, manufacturing all kinds of Hardwoods, and maintain a complete stock here. We ship direct from the mills all kinds of Northern & Southern Hardwoods, also Mahogany.

very little lumber would be produced that would be dry enough for delivery to the consuming trade from the 1921 cut. Owners of standing timber are displaying marked conservatism. They do not care to convert their timber into lumber under present highly unsatisfactory relations between supply and demand. It therefore looks as if there must be further improvement in the market before general resumption of logging and manufacturing operations may be expected.

The members of the lumber trade here who attended the annual of the National Hardwood Lumber Association at Philadelphia are not particularly encouraged over the outlook for business. They came in contact with a large number of wholesalers who are not inclined to boost the market and who are more disposed to paint a gloomy picture than a cheerful one. The fact remains, however, that those who attended this gathering booked very few orders and received little substantial encouragement.

LOUISVILLE

J. S. Thompson of the Southern Hardwood Traffic Association was in Chicago, June 22 and 23, for a conference with members of the weighing committee of the Industrial Traffic League, which met with the carriers on June 23, for the purpose of proposing improvement in methods on weighing lumber and other forest products, with the idea of reducing errors and overcharges.

C. C. Mengel, Jr., of the Mengel Company, Louisville, on June 18 lost a very pretty home on the upper River Road by fire, nothing but the brick work remaining standing.

BEAUMONT

The W. G. Ragley Lumber Company has bought from the Mardez Lumber Company its entire timber holdings and saw mill now in operation at Buford, Tex. In the transfer goes a modern band hardwood mill with a capacity of 35,000 feet a day.

In the deal closed between the Kirby Lumber Company and the Houston Oil Company, probably the largest hardwood transfer to ever have been made in Texas in one transaction, was recorded. The Kirby company not only purchased the timber holdings, but also acquired its mill sites and tram rights-of-way which have been held under lease up to the present time. The hardwood holdings of the Kirby company at the present time amount to 750,000,000 feet. It was also announced that the company, which has confined itself to yellow pine in the past, would erect two modern hardwood mills as a starter.

While exports have been off and the movement of hardwood to other countries almost negligible, the port of Beaumont is getting in much better shape to handle shipments of this character when normal trading conditions are restored. In addition to regular semi-monthly sailings to the West Indies, the Ward line of steamers has made arrangements to install regular service between Beaumont and Tampico. The Gulf Export & Transportation Company already operates six vessels between Beaumont and Mexican ports.

Through a combination cargo of oil, lumber and rice, cargoes are being made up for the United Kingdom, Europe and the near east. This opportunity for parcel shipping is having a very beneficial effect on exports.

WISCONSIN

The A. H. Andrews Company, Chicago, has been awarded the contract to furnish all opera chairs required for the new Grand Avenue graded school and the new Greenbush graded schools under construction in Milwaukee at an estimated cost of \$500,000 each. The desks and ordinary seating will be furnished by the Northwestern School Supply Company.

The Charles W. Fish Lumber Company of Elcho, Wis., expects to place in operation on July 1 its new sawmill in Elcho, which has been erected and equipped to supplant the big plant destroyed by fire about a year ago. The Fish company's other big mills at Antigo, Hiles and Crandon are now in operation. The Antigo mill resumed work after an interruption of about a month, during which time a new logging spur was constructed to improve the log supply. It is now operating with both day and night shifts, and including the planing mill force the Antigo plant employs more than one hundred operatives. From twelve to fourteen cars of logs are being supplied daily to this mill from the Pearson district and there is a good reserve mill supply on the railways.

The Wheeler & Arnold Company of Wittenberg, Wis., has taken one of the largest contracts ever awarded in Milwaukee for furnishing piles. The order involves \$155,088 and calls for 23,500 pieces to be used in piers and protection piling for the new Jones Island sewage disposal plant power and boiler house on the lake shore. Driving the piles will be done for \$69,750 by the McMullin & Pitz Company of Manitowoc, Wis.

The Erickson Patten and Manufacturing Company of Beaver Dam, Wis., has recently amended its corporate articles to provide for a change in title to the Beaver Pattern and Manufacturing Company.

The National Blow Pipe & Ventilating Company of Milwaukee is now settled in its new factory and offices at 489-493 Eleventh Street, where it has about double its old facilities for manufacturing sawdust, shaving, dust and other collecting and ventilating systems, blowers, etc.

The Langlade Lumber Company of Antigo is operating six bark peeling camps and in addition is employing three jobbers in similar operations.

The planing mill is now in operation. Hemlock logs are being shipped to the mill railroads as rapidly as the bark is peeled. The company expects soon to complete the hauling of logs from the Bass Lake logging area.

The E. Z. Box Company of Owen is the name of a newly incorporated concern formed with a capital stock of 500 shares of common stock without par value to engage in the manufacture of boxes, crating stock, veneers, etc. The incorporators are C. T. Bundy, M. W. Ripley and M. T. Brunner.

The Alfred C. Goethel Company, Milwaukee, was lowest bidder and has been awarded the contract to install a slow speed shaving and dust collection system in the repair shop of the Milwaukee Board of School Directors at Tenth and Prairie Streets.

The Kenfield Lamoreaux Company of Ashland, manufacturer of boxes and crating stock, will resume the operation of its sawmill at Washburn, leased from the Lake Shore Lumber Company, on July 1. It has a log supply sufficient to last for the remainder of the season. The timber was cut on the south shore of Lake Superior and rafted to Washburn. About 100 men will be employed in the sawmill.

E. C. Dickerson, treasurer and manager of the Roddis Lumber and Veneer Company, Marshfield, has resigned after a connection of more than fifteen years with the company. His resignation took effect June 15. Mr. Dickerson intends to take a long rest before re-engaging in active business. W. R. Kenny, who has been assistant to Mr. Dickerson, is also leaving the employ of the Roddis company.

Wilbur Ensign, who was general manager of the Wisconsin Brown Safety Ladder Company, whose plant at River Falls was destroyed by fire some time ago, has concluded arrangements to resume the production at Minneapolis, Minn., according to word received from that city.

E. S. Miner, president of the Miner Lumber Company, operating at Bethany, Mo., and other Missouri points, attended the recent annual encampment of the Wisconsin Department of the G. A. R. at Antigo, Wis. He has not failed to attend a reunion of Wisconsin veterans in many years, although he is now past 76 years of age. Mr. Miner was born and reared near Madison, Wis. At the conclusion of the Civil War he remained in the South and became a prominent figure in the lumber trade.

Clay Perry, a former Wisconsin man and author of Badger State stories, including the "Heart of Hemlock," spent some time in the state during June to gather material for a new book. The scene will be laid in north-western Wisconsin, near Black River Falls. He has written much about the Oconto country.

TORONTO

The lumber trade is not yet satisfied that the last word has been said in connection with the sales tax on lumber, provided for in the finance minister's budget. The amendment introduced by Sir Henry Drayton reduced the sales tax from three to two per cent, payable by the manufacturer. At least one and a half per cent must be charged on the invoice, according to a government ruling. The wholesaler is not required to take out a license and there is no further tax after the manufacturers' sale. This is a very material concession to the lumber trade, compared with the original proposals. However, the wholesale interests are not satisfied with the three-quarters of the tax being passed on to them by the manufacturers. It is recognized that the consumer buys the tax eventually, at least under normal market conditions. However, representative wholesalers object that it is most unfair to permit manufacturers to collect the tax from them, because they are operating on a small margin and are taking heavy losses on stock that depreciated in value during the last few months.

The L. G. Delamater Lumber Company, Limited, has been granted a Dominion charter with power to carry on business as timber and lumber merchants, sawmill owners and operators and to deal in lumber of all grades. The head office of the company is at Edmonton, Alberta, and the capital stock is \$24,000.

To manufacture, sell and deal in all branches of lumber and woodworking products the Brockville Lumber Corporation, Ltd., has been formed and granted a Dominion charter with head office at Brockville, Ont. The provisional directors are F. B. Van Dusen, H. F. Van Dusen and G. Joy and the capital stock is \$75,000.

A plan has been worked out by the Canadian Air Board whereby the Air Board will loan the necessary aircraft for forestry patrol by any lumbering firms that desire to carry on experiments during the summer months. One pulp and paper company operating on the Lake-of-the-Woods area has already made application for a lighter-than-air machine and one will be shipped immediately. The Air Board has eight machines which they propose to devote to the lumber industry. They have a gas-carrying capacity sufficient to propel them for 16 hours, so that the difficulty of finding landing places in a forest area is greatly overcome.

The announcement of the likelihood of the United States Congress including in its permanent tariff bill a duty of twenty-five per cent on Canadian lumber caused keen interest in Canadian lumber circles. The general opinion in the trade appeared to be that Canadian lumber interests might find a temporary dislocation of their export market. One leading Toronto lumberman pointed out that from a national point of view, Canada need not resent the addition of this trade barrier, because lumber is a commodity the United States must have and has not got, in sufficient quantities, at home. As in the case of pulpwood, Canada is an indispensable

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WE SHIP STRAIGHT OR MIXED CAR LOADS

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POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6/4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

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13/16x2 3/4 Clear	60,000'	13/16x3 3/4 No. 1	25,000'
13/16x2 3/4 No. 1	175,000'	13/16x3 3/4 Factory	150,000'
13/16x2 3/4 Factory	200,000'	1 1/16x2 3/4 Factory	180,000'
13/16x3 3/4 Clear	60,000'	1 1/16x3 3/4 Factory	175,000'

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6 1/4" No. 1 & Btr., all widths and lengths, 10 mos. dry. 1 car

BASSWOOD

1 1/4" No. 1 & Btr., 10" & wdr., 8' & lgr., 10 mos. dry. 2 cars
5/4" No. 1 & Btr., all widths and lengths, 14 mos. dry. 10 cars
6 1/4" No. 2 Com., all widths and lengths, 12 mos. dry. 1 car
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6 1/4" Sel. & Btr., 4" & wdr., 6' & lgr., 14 mos. dry. 2 cars

HARD MAPLE

16 1/4" No. 1 & Btr., 5" & wdr., 6' & lgr., 8 mos. dry. 3 cars

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10 1/4" No. 1 & Btr., 5" & wdr., 6' & lgr., 6 mos. dry. 1 car

WAUSAU **Chas. Gill Lumber Co.** WISCONSIN

Quick Shipment!

4/4" or 5/4" No. 1 Com. & Sel. Sap Gum. . . 10 cars
4/4" or 5/4" No. 2 Com. Sap. Gum. 10 cars
4/4" No. 1 and No. 2 Com. Cypress. 10 cars
4/4" No. 1 and No. 2 Com. Cottonwood. . . 10 cars
8/4"-10/4"-12/4" Tough White Ash. 8 cars
4/4" No. 1 Com. & Sel. Pl. White Oak. . . . 5 cars
4/4" No. 1 Com. & Sel. Pl. Red Oak. 5 cars

There stock is all hard stain, bone dry, quality lumber. Can surface and resaw. Quotations by rail.

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MARKED TREE, ARK.

KANSAS CITY, MO.

supply, and exhaustion of home stands will but lead more quickly to dependence on Canadian forests for lumber. Temporary increase in the imposition of a heavy duty on lumber would interfere considerably with Canadian shipments, especially from British Columbia. It would mean cheaper lumber for the Canadian consumer. It is pointed out that the United States has left only one-fourth of its original forest area, and much of this is difficult to get at. Lumber in the United States would go up in price and thus even up the customs levy on imports. The high freight charges have checked considerably the bringing of British Columbia lumber to Eastern Canada, but the whole British Columbia industry has been founded on the prairie demand north and south of the border. The lumberman referred to above stated that the rate of which the Canadian forest resources have been depleted has been alarming enough to make Canadians consider reforestation also, and a lessened demand from the United States would not be an unmixed evil.

The Gail Lumber Company, Toronto, reports that dry kiln facilities, which are capable of handling 300,000 feet a month, are very busy at the present time on drying oak and birch, the latter for the trade in Michigan and the former for local requirements. They say that the demand for all kinds of Canadian and American hardwoods is limited, although some buying is going on all the time. Agricultural implement factories have been using considerable elm and maple and taking deliveries on contracts made last year. All woodworking plants, such as furniture factories, piano firms, wagon concerns, etc., are very quiet, but phonograph makers have been rather busy and using a fair quantity of veneers.

The Hardwood Market

CHICAGO

There has been virtually no improvement in the Chicago market during the past fifteen days, except for a strengthening in prices of red gum and oak items in the upper grades, due to the further decrease in the available stocks. All wood using industries getting their raw materials on this market continue to observe the greatest timidity in buying. Buyers are placing orders only for their immediate needs. However, the sellers are not anxious to book orders for delivery very far in the future, as they have a confident belief that lumber prices are going to start upward before the summer is over. They do not want to load up on orders at present low prices. Buying is chiefly in broken lots of one car quantity and a great deal of buying is also being done from the yards. Orders are often taken for a carload of stock in a dozen or more different items, some of these running as low as fifty or a hundred feet. It is evident that the consumers are trying to hold their investments in lumber down to the lowest figure. In spite of this condition the outlook is hopeful. Building labor troubles are gradually being settled, clearing the way for building. The July furniture markets are expected to result in sales that will cause good buying by the furniture industry starting late in August.

CLEVELAND

Expectations for improved outlet for hardwoods in this market through settlement of the building strike have so far been without realization. Officially the strike has been settled. Actually, it is not settled. For several branches of the organized operatives have been objecting to one thing and another in connection with the pay awards made by the arbitration committees, and this dissent is marked with spasmodic halting and resumption of work on those building operations that were held up during the strike. In consequence the building public, and particularly that class devoted to housing construction, which offers the best outlet for material in the hardwood division, is still playing a waiting game. Here and there a sparse order for flooring comes in, but this means little in the lives of hardwood distributors who have been waiting since the beginning of the year to see real building going ahead.

It is a matter of some consolation to local hardwood interests that conditions locally appear to be better than in other sections of the Middle West. At least such is the assertion of representatives of out of town firms who have forsaken their regular territories in search of new fields. Admitting they are not doing anything sensational in the way of new bookings here, these callers indicate that the prospects for an early resumption of real building activity are better in Cleveland than elsewhere.

The slowdown is further reflected in the lessened inquiry from the manufacturing trades. Furniture, cabinet work and similar outlet is still quite limited. In the automobile trade the outlook is brighter, based largely upon the reduced prices of many cars, and the possibility that this will induce buying. Manufacturers, however, are limiting their hardwood requirements to immediate needs.

PHILADELPHIA

Wholesalers in this city report some improvement in the general situation, but the improvement is neither uniform nor steady. There has been considerable briskness displayed in the soft woods, caused largely by trade

improvement in outlying districts. This is partly due to new building, but more especially to the annual spring repairing. The improvement is confined almost entirely to yards dealing in building lumber, the result being that activity is largely in yellow pine, hemlock and white pine, with mixed car shipments predominating.

The trade in this city proper is badly handicapped by the building trades' strike, which has been in force since May 1. The present situation is one of deadlock between employers and men, with both sides holding firm. There can be no great improvement in the city trade here until this deadlock is broken one way or the other.

The hardwood trade has shown some little improvement, but it is slight. The demand has been largely for common and better stock, with the lower grade practically at a standstill. This is due to the fact that most of the hardwood bought has been for yards, while factory and industrial consumption has been very slight.

Hardwood prices have shown a tendency to weaken for some time past, but the recent improvement in demand for better grades has served to steady prices for the time being. Opinion here is divided as to whether the improvement will continue or prove to be temporary.

PITTSBURGH

The lumber business in this city is excessively quiet. Railroad, industrial and mining trade is practically nil. Retail yard trade is confined only to small, mixed and scattered orders for filling-in purposes. Inquiry has been developed only by quoting constantly lower prices. It is a buyers' market through and through. The best that can be said of it is that hard hustling now and then brings an order. In the main, however, business is so badly out of sorts that everybody is sore and has a grouch on so that the lumber salesman is fearfully out of place in most offices. General opinion—expressed at the weekly meeting of the Pittsburgh Wholesale Lumber Dealers' Association in the William Penn Hotel today—is that trade will not show much improvement, if any, before fall.

BOSTON

There seems to come something of a lull in the hardwoods trade here. To be sure there continues to be improvement in both demand and inquiry, but the improvement is not as much as it was. This loss is not thought by the trade to be anything serious, but rather something temporary more or less to be expected at this time of year. In the lower grades, in which there was accumulation, there continues to be some little weakness in tone and demand. In the firsts and seconds, however, the market is firm, though all efforts to obtain even slight advances over the prices recently quoted have failed. What business there is seems to be chiefly with the hardwoods yards and with the furniture makers. There is no improvement noted in demand from the chair manufacturers. Likewise trade with the railroads and export business is dead. The piano people are in the market to some extent, but not much as yet. Trade is really dull with the automobile body people.

BALTIMORE

Sentiment as to the state of the hardwood trade here is decidedly mixed. While some of the dealers report that an improvement has taken place over and above the change for the better previously noted, others are not less positive that the market has gone back about to where it was before a temporary quickening in activity, when an increased number of orders came out. The hardwood men who take the view that the situation is more encouraging, however, seem to be in the majority, and the belief in at least a partial revival is causing a greater display of energy with a view to getting orders. Factories that use hardwoods, are reported to be entering into commitments on a somewhat bigger scale to take care of their current requirements, without any attempt so far to make provision for possible and probable future needs. The furniture factories in the South, for example, deem it expedient to buy with greater freedom, some of them having orders for goods in hand to carry them along until next fall, according to advices received here. The northern consumers are developing larger needs, while the additions made to the available stocks are by no means extensive. Many of the saw mills are still shut down, while others are running far below their capacity. In fact, it may be questioned if the production has undergone any expansion for some time. This, it is felt, has resulted in a further reduction of assortments at producing points, a circumstance that has served to strengthen the list somewhat, though no important marking up of the quotations is to be recorded. The calls for lumber come in by fits and starts. Days will elapse before a dealer will get an order, and then again these acceptances will follow each other in fairly rapid succession. It does not appear that the foreign business has made any gains. The movement, if anything, has undergone a further shrinkage, the foreign buyers being disposed to hold back even to the point of deferring actual wants. And the tendency to take advantage of any little pretext for making rejections and filing claims for allowances is fully as pronounced as before. The advisability of observing every provision of contracts and taking account

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Beech	Log Run	4/4 to 8/4
Chestnut	Com. & Bet.	4/4
Elm	Log Run	4/4 to 16/4
Red or Sap Gum...	Com. & Bet.	4/4 to 8/4
Hickory	No. 1 Com.	4/4 to 16/4
Maple	Log Run	4/4 to 16/4
Qtd. White Oak....	All Grades 1/2"	to 8/4
Qtd. Red Oak.....	All Grades 3/4	to 8/4
Pl. White Oak.....	All Grades 5/8	to 16/4
Pl. Red Oak.....	All Grades 3/4	to 16/4
Poplar	All Grades 5/8	to 8/4
Qtd. Sycamore.....	Log Run 5/8	to 4/4
Walnut	All Grades 5/8	to 8/4

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COLUMBUS

The hardwood trade in Columbus and central Ohio territory has been rather steady during the past fortnight. But there is no real strength to the trade and the tone is not as good as was the case a month ago. Buying on the part of retailers as well as manufacturers is restricted to immediate needs only and consequently there is no disposition to buy for the future.

Buying on the part of retailers is now the best feature. Dealers' stocks are not large and in many cases rather broken. These dealers are coming into the market to replace their stocks and to accumulate some surplus as against expected buying later in the season. Factories making furniture are buying to a certain extent. Implement and box concerns are also in the market. Automobile concerns have stopped temporarily. Coal mining concerns are buying rather heavily under the circumstances.

Building operations in cities are holding up fairly well, but in rural sections there is little construction work going forward. As a result rural dealers are not feeling the best and are not buying to any extent. The strongest point in the market is in high grade flooring. In fact all high grade stocks are scarce and this has the effect of switching the demand to the lower grades. Shipments are coming out promptly. Production is down to a 40 to 50 per cent basis, but there is talk of still further reduction unless some rapid improvement in demand is noted.

CINCINNATI

An upward trend in the hardwood market is still a possibility of the future. As the months of this year roll by an increase in business is noticed. Local dealers do not expect much change before fall, as present conditions are far too uncertain to expect a decidedly stronger demand. The production is limited and manufacturers are making no effort to increase mill operations as long as demand is weak. Stocks, especially in the better grades, are very low, and with production nearly at a stand still they are growing scarcer each week. Prices in general are unchanged, but some items are quoted lower, with the idea of stimulating the demand. Retail dealers are buying very little stock and only such items as they can readily move. Yard stocks are comparatively light. The oak flooring business continues in good demand with gum and poplar running a close second. There is a general feeling among hardwood lumbermen here that business conditions will not move to any great extent one way or the other until after the July furniture exhibits. Building work is improving weekly, especially in the line of apartment and dwelling houses. In the rural districts the lumber trade is slow, due to the advent of the wheat harvest, which usually interrupts all lines of business. The wood consuming factories have not been as active in the market during the past two weeks as they were a month or so ago.

INDIANAPOLIS

There is no doubt that the demand for hardwoods in Indianapolis and the central Indiana district is on the upgrade. During the past two weeks the demand from the retail dealers, especially for the upper grades, has been exceptionally active, and this demand is expected to continue during the summer and fall. There has been an increase also in the demand from the industrials. Prices are firm, with stronger tendencies in both upper and lower grades, though the former have the stronger demand. However, there have been cases during the past week where transit car lots were sold at bargain prices to save the demurrage. Furniture manufacturers report a better sale of the finished product and there is a tendency toward more production. This tendency is not marked, however, since the factory executives are proceeding with extreme caution in making up stocks. There is more activity among the box makers here and they have been doing some buying during the past week. Talking machine cabinet makers report their business improving. This business was hit badly until about two or three weeks ago, when a noticeable increase in activity took place. Among the retailers, oak and gum continue to be the big sellers. Virtually all the construction work now being done calls for either oak or gum interior finish and the demand for these grades is exceptionally good.

EVANSVILLE

There has been some improvement in the trade of the hardwood lumber manufacturers of Evansville and southern Indiana during the past two weeks, and while the actual number of orders has not increased, the number of inquiries have been larger and there is a feeling that things are going to get gradually better. Few of the large mills in this section are being operated now; in fact not many of the mills have been running at all since the beginning of the present year. No logs to speak of are now coming into the local market. Manufacturers, whose plants have been closed, do not care to buy many logs while their mills are shut down, as they feel later on there will be plenty of logs coming out of the south, as many of the farmers always turn their attention to getting out logs after they have finished their heavy farm work. Log prices have been rather high all summer. Lumber prices have remained stationary for the past month or two. In the opinion of manufacturers the prices have about

reached their lowest levels, and after the demand for lumber improves they predict that there will be a stiffening of prices, due to the fact that the output is being curtailed and few of the large mills of the country have been running much since the first of the year. Building operations in Evansville and southern Indiana have picked up some during the month of June and contractors and building material men are of the opinion that July and August will witness a good deal of building, although they are not looking for anything like a boom in building this year.

MEMPHIS

The hardwood market is rather spotted. Demand is somewhat irregular and business is by no means evenly distributed. This is due in part to the fact that some manufacturers do not care to do business on current terms and that they are holding their stock at prices considerably above present values. It is also due in part to the fact that some interests are making a more active bid for business than others. One of the most prominent manufacturers in Memphis is authority for the statement that "somebody is going to have to pay dearly for the terrible hiatus in production of southern hardwoods" and for the additional statement that "we are disposed to await developments before throwing over our lumber at prevailing prices."

Building trade interests, who have been relatively the heaviest buyers of southern hardwoods during the past few weeks, slowed down in their buying just before their second installment of income and excess profits taxes fell due and this accounts, in some measure, for the lull experienced during the preceding week. They have now re-entered the market and are taking considerable quantities of firsts and seconds as well as No. 1 and No. 2 common plain red and white oak and plain red gum. Furniture manufacturers, too, are increasing their purchases somewhat and there is a fair demand from wholesale yards. One of the most striking developments during the past few days has been the appearance of some demand for No. 3 gum. Part of this is coming from box manufacturers, while the remainder is emanating from wholesale interests. One firm has sold approximately 300,000 feet, while another has disposed of about 60 cars. No. 3 common has been exceptionally slow during the past three months and the appearance of this demand, even though it is by no means large, is accepted as one of the most encouraging developments for several months. Readjustment of rates on hardwood lumber seems to be no nearer than heretofore and it was feared that there would be no movement of the very low grades until rates were reduced, but it would seem that there is some movement regardless of practically prohibitive freight rates.

There is not much to be said on the score of prices. These are firm on the high grades, which are relatively quite scarce and they are also very steady on No. 1 and No. 2 common plain red gum and oak. The lower grades are still commanding very greatly reduced prices as compared with normal, but the market shows a little recovery even on these.

Production is decreasing rather than increasing and stocks are lessening as a result of shipments somewhat in excess of daily output. There is nothing suggestive of any increase in logging or manufacturing operations. On the contrary, indications continue to point to exceptionally limited output until there is some development calculated to inspire greater confidence in the absorptive capacity of the market than has yet manifested itself. Conditions are regarded as better than a short time ago, but they have not yet improved sufficiently to stimulate enough confidence in the stability of the market to justify manufacturers in resuming either logging or manufacturing operations.

ST. LOUIS

While prices have been steady, the market has been very sluggish for the past ten days. Railroads are buying nothing and there is an unusually light amount of orders being placed. The market has an appearance of being steady, but it is mostly because of the lack of activities. Little hope is held for a better condition until as late as October.

SOUTH BEND

The hardwood market in this vicinity is very quiet, but prices are remaining very firm. The higher grades of all hardwoods are very scarce indeed, especially is this true of plain oak and red gum. Prices quoted are about as follows, f. o. b. cars this rate: Plain oak FAS, \$100; No. 1 common, \$50; No. 2 common, \$36. Plain red gum FAS, \$90; No. 1 common, \$48. Sap gum FAS, \$45; No. 1 common, \$30; No. 2 common, \$23.

One point the buyers seem to overlook is that lumber is being offered today at less than present cost of production, and this condition cannot exist very long. If conditions do not change within the next 90 days a lumber shortage is as sure as taxes. Some of the old, experienced buyers are taking advantage of present conditions, slipping orders here and there for a few cars.

LOUISVILLE

Demand for hardwoods continues in small lots, principally one and two cars, with the demand strongly for gum and poplar, in inch and thicker, with some plain oak moving. A few sales made recently show 1s and 2s popular, 4-4, \$100; No. 1 common poplar, \$47.50; plain red

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SOFT ELM

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5/4" No. 1 Common.....	40,000'	6/4" No. 1 Com. & Btr....	70,000'
5/4" No. 2 Common.....	200,000'	6/4" No. 1 Selects.....	12,000'
6/4" 1sts & 2nds.....	5,000'	6/4" No. 2 Common.....	175,000'
6/4" Selects.....	35,000'	8/4" No. 2 Com. & Btr....	200,000'
6/4" No. 2 Com. & Btr....	65,000'	10/4" No. 2 Com. & Btr....	20,000'
6/4" No. 2 Common.....	40,000'	SOFT MAPLE	
8/4" No. 1 Com. & Btr....	40,000'	4/4" No. 2 Com. & Btr....	100,000'
SOFT ELM		6/4" No. 2 Com. & Btr....	11,000'
6/4" No. 2 Com. & Btr....	90,000'	BASSWOOD	
		4/4" No. 1 Com. & Btr....	200,000'
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10/4" No. 2 Com. & Btr....	.2 cars	8/4" No. 1 Com. & Btr....	.2 cars
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oak, 1- and 2-, \$90; common plain red gum, \$45; common quartered red gum, \$60. 1- and 2-, red gum, \$105. The reports received recently indicate that there are still a good many mills which are cutting, although many large operations are down at the present time. Some of the operators report that business is draggy and will continue that way through July and August, with fall business more active, although others are not anticipating much improvement before the first of the year, as the furniture trade alone can't make up sufficient volume to make business really good and other trades are not taking wood freely. In the building trades there is some little demand for flooring and interior trim, but building operations as a whole have been disappointing all season, as most of the construction is of a very cheap kind, and not so very much of it at that.

BEAUMONT

While the hardwood market has been very dull during the past few days, prices have been holding firmly. Reports from some sections state that there is an indication of an increased output, but this condition will not apply to the southwestern territory, where production has been at a standstill for several weeks.

As it is understood that the railroad contracts will expire on July 1, it is altogether likely that the low production now will further decline on that date. It is understood that many of the railroads are fairly well supplied with ties, and there will be no immediate necessity to renew contracts or make new ones.

One buyer for a big Texas furniture plant was in Beaumont this week and expressed the opinion that furniture grades in hardwood was entirely too cheap on present basis. What he wanted to see was a fair price which would give the manufacturer an adequate return, and when such a time had arrived, manufacturers and consumers alike could depend on having something like a stable market.

Due to low production, there is a shortage of dry stocks and this supply may be further diminished, as mills do not seem inclined to invest in future to the extent of having lumber on the rack which may not meet a demand when it is sufficiently dry to meet the requirements of the consumer.

MILWAUKEE

One of the big sustaining influences in the demand for hardwoods at present is the active state of the millwork industry in Milwaukee. This is due to the relatively large amount of new construction going on, largely in the nature of apartment houses, fine residences, banks, etc., all of which require considerable hardwood supplies of various kinds. The condition, however, is said to exist to this extent of activity in Milwaukee county, reports from many other sections being that millwork trade is rather dull, despite the season.

Production in the north is getting back into full swing for the summer sawing season, and numerous mills which have been closed since the end of the winter run are resuming operations. Some mills are employing night shifts, although in general the working schedules this year will probably be not so broad as in 1920. Supplies of hardwood lumber and other stock at mills are gradually being brought down to the point where replenishment is necessary. The medium and low grades move rather slowly, but no difficulty seems to be experienced in getting buyers for the top grades. It is the accumulation of low grade stuff that is an important factor in limiting production.

The furniture industry is growing more active steadily as jobbers and dealers succeed in making disposition of their stocks. A leading Milwaukee banking authority says on this point: "The furniture industry has had a fair selling season. In the summer season dealers usually unload stocks. Fall business in furniture manufacturing will depend upon how successful retailers are in working off high priced goods. The building of many new homes should help this industry."

TORONTO

The tone of the hardwood lumber market is distinctly quiet and the same may be said of lumber lines generally, although a canvass of the situation indicates a better feeling on the part of both wholesalers and retailers in respect of the outlook than has prevailed for some months. The general impression prevails that the worst of the depression is now over, and, while the stagnant period may remain for some time, still the increasing number of building permits in the larger cities and the various housing schemes that are getting under way give evidence that the remainder of the present year will produce a fairly satisfactory volume of business, despite the handicap of the labor exactions. A number of the saw mills in the country have commenced operations and generally speaking sawing is in full swing, although some of the mills have been late in getting started, owing, largely, to the rather large stocks of lumber on hand. It is not believed that the cut in any district will be as large as last year unless there should be a radical change in conditions. Ordinary skilled labor around the mill and in the yards now receives from 30 cents to 35 cents an hour, whereas last year from 20 cents to 30 cents more was paid. Wages in the bush are likely to run from \$30 to \$40 during the coming season. Last fall wages were just double these figures.

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CHICAGO



The World's Greatest Lumber and Woodworking Center

John Hansen Lumber Co.

(NOT INC)

1118 LUMBER EXCHANGE BLDG.
PHONES: RANDOLPH 552 AND 553

Southern and Northern Hardwoods

All Grades and Thicknesses for Box Purposes

QUARTERED WHITE OAK		QUARTERED RED GUM	
4/4" 1st & 2nd.....	2 cars	8/4" 1st & 2nd.....	2 cars
4/4" No. 1 Common.....	2 cars	8/4" No. 1 Common.....	2 cars
RED GUM		MAGNOLIA	
4/4" 1st & 2nd.....	2 cars	4/4" No. 1 Com. & Btr....	4 cars
4/4" No. 1 Common.....	5 cars	POPLAR	
		ALL GRADES & THICKNESSES	

Theo. Fathauer Co.

Manufacturers & Dealers
Hardwood Lumber

YARDS AND MAIN OFFICE
1428 Cherry Ave. TELEPHONE
DIVERSEY 1824

MILLS—HELENA, ARK.

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

MANUFACTURERS
HARDWOOD LUMBER

4/4" No. 1 Common Cypress.....	10 Cars
4/4" Log Run Soft Elm.....	5 Cars
Each 8/4" and 10/4" Soft Elm.....	3 Cars
Each 8/4" and 10/4" Soft Maple.....	2 Cars
4/4" No. 3 Common Gum	10 Cars
4/4" No. 3 Common Oak	10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.....	10 Cars

CLARENCE BOYLE

INCORPORATED
ESTABLISHED 1850 INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

Southern Hardwoods
and Cypress

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

*Time Is the Test
of
Worth*

Hardwood Record

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD

Maisey & Dion
Hardwoods

KILN DRIED AND AIR DRIED

OFFICE & YARDS 2349 TO 2423 So. LOOMIS ST.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 118

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company
LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE HAVE A GOOD STOCK OF
5/8 to 16/4 ASH

AND A COMPLETE STOCK OF
4/4 to 8/4 POPLAR

LET US HAVE YOUR INQUIRIES

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

WE BUY AND SELL LOG RUN
& STRAIGHT GRADE LUMBERS

We Specialize in

Hardwoods

Dawson Lumber Co.

YARDS AND OFFICE AT LOUISVILLE, KENTUCKY

WIRE OR WRITE FOR PRICES

*So Live Every Day That You Can
Look Every Man in the Face*

We are conducting a lumber business on such a basis that we can live up to this. Considering grade texture and manufacture we are offering lumber that is cheap at the price and in recommending this stock to you we have no fears or qualms about your being well pleased.

Let us convince you with a sample car

R. R. May Hardwood Co.
616 INTERSOUTHERN BUILDING

W. P. Brown & Sons Lumber Company
INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line
For two insertions.....40c a line
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For four insertions.....70c a line
Eight words of ordinary length make one line.

Heading counts as two lines.

No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

SALES MANAGER WANTED

Exceptional opening for high grade Hardwood Sales Manager with old established, large and well known Arkansas manufacturer. Write fully giving complete qualifications. Address Box 775, care HARDWOOD RECORD.

SUPERINTENDENT WANTED

For factory doing a general line of millwork and interior trim. Location is ideal for living conditions. The right man will be given every consideration and we will make him a proposition that he cannot afford to ignore. Address replies to A. F. H., care Hardwood Record.

WANTED

General Manager for hardwood operation, one who is familiar with lumber in mountain districts of West Virginia. Must be capable of selling the output and take full charge. Mill is band and band re-saw. State experience and terms. Address Box 778, care Hardwood Record.

LUMBER FOR SALE

FOR SALE—LUMBER

Maple Flooring, 13/16x2 1/4" face Clear No. 1 and factory. Kiln dried, end-matched, steel polished. PIVOT CITY LUMBER CO., Indianapolis, Ind.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

FOR SALE

Thoroughly dry Mixed Oak.
1 Car 1"x1"—16" to 72" Clear.
1 Car 1"x1 1/2"—16" to 72" Clear.
1 Car 1"x2 1/8"—16" to 96" Clear.
We will cut to lengths wanted.
DEKALB TIE & LUMBER CO., Dekalb, Texas.

Prewar prices Red and White Oak 1" car F&S 5 cars No. 1C 36 cars No. 2C. Two million feet log Run Dry Oak, Poplar, Gum, Tupelo and Cottonwood. Want orders for Oak Timbers also clear dimension. Pine Close Grain 300M Ft. dry 1&2". Can surface. Car Smoke Dry Inch B & B. CHAS. A. COURTNEY, Established 1904, Memphis, Tenn.

LUMBER FOR SALE

LEMON & ORANGE WOOD LUMBER

Dry, not wormy, cut 1/4, 1/2, 3/4, 1, 1 1/2, 2 and 3 inches thick, widths from 4 to 16 inches, lengths from 2 to 6 feet. Our price for clear stock 1" thick is 40 cents per ft., and other grades and thicknesses are in proportion. Tell us what you want and we will saw it to your order. Put it through our dehydrator and make shipment of a carload within a week from receipt of order.

AMERICAN ART-WOOD CO., Ontario, Calif.

SOFT YELLOW WEST VIRGINIA POPLAR

1 car 5/8 Panel.
3 cars 5/8 1&2—7 to 17".
1 car 4/4 1&2—16" and wider, small per cent common.
1/2 car 8/4 1&2—7 to 17".
1/2 car 8/4 1&2—18" and wider.
2 cars 10/4 No. 1 com. and better, 12" and wider.
1 car 16/4 No. 1 com. and better, 12" and wider. 60 to 75 per cent 14 and 16 ft.
DELPHI LUMBER CO., Clarksburg and Cowen, W. Virginia.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.
KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

LUMBER WANTED

WANTED TO BUY

1 car 1 1/2x2—41" Clear Dry Ash
1 car 2 x2—26" Clear Dry Ash
1 car 2 x2—36" Clear Dry Ash
1 car 1 x1—48" Clear Dry Ash
Am always in the market for Dimension Stock if you are equipped to furnish promptly. Write me fully.
E. GRIFFITH, South Charleston, Ohio.

WANTED—WALNUT LUMBER

Will buy at right price 2" and 2 1/2" thick log run Walnut from good logs; also No. 2 common and better Walnut 8/4" and 2 1/2"; also Walnut shorts and clear dimension. Must be fairly dry. Quote delivered Philadelphia, giving full description of stock.

J. RICHARD JACKSON & BRO.,
Sixteenth and Chestnut Sts.,
PHILADELPHIA, PA.

WANTED—QUOTATIONS ON

4/4 No. 1 Common Plain Red Oak
4/4 No. 1 Common Plain White Oak
4/4 No. 2 Common Plain White Oak
4/4 1st & 2nd's Quartered White Oak, 9" and over in width
4/4 1st & 2nd's Quartered Red Oak, 9" and over in width
6/4 1st & 2nd's Quartered White Oak
4/4 No. 1 Common Gum
4/4 No. 1 Common Linn
4/4 No. 1 Common Yellow Poplar
4/4 Sound Wormy Chestnut
6/4 Sound Wormy Chestnut
8/4 Sound Wormy Chestnut
4/4 No. 1 Common Cypress
6/4 No. 1 Common Cypress
8/4 No. 1 Common Cypress
AURORA COFFIN CO., Aurora, Indiana.

LUMBER WANTED

WANTED—LUMBER

3 8 to 8/4 Fas Plain White Oak.
3 8 to 8/4 No. 1 Com. Plain White Oak.
5/8, 3/4 & 4/4 Red Oak Coffin Boards.
3 8 to 8/4 Fas Qtd. White Oak.
3 8 to 8/4 No. 1 Com. Qtd. White Oak.
4/4 to 16/4 Fas Red Cypress.
4/4 to 16/4 Fas Yellow Cypress.
4/4 to 8/4 Fas Chestnut.

We usually buy straight carloads each thickness and grade, and pay cash. Stock to be loaded by National Inspector.

Give particulars, widths, lengths, dryness, whether band or circular sawn. Mention State growth Oak as texture is important. Send us your stock and price lists. McLEAN MAHOGANY & CEDAR CO., 742 Ellicott Square, Buffalo, N. Y.

TIMBER FOR SALE

TIMBER FOR SALE

5,500 acres directly on Seaboard Air Line Railway in West Florida, near line of Georgia and Alabama. Estimate 55,000,000 feet, mostly oak, gum, hickory and poplar. Price \$15.50 per acre. SMITH & MORGAN, Dothan, Ala.

FOR SALE

Fifty million feet Southern Hardwood timber, principally red gum, Modern saw mill plant, forty thousand feet daily capacity, new, completely equipped. Ample logging equipment, teams, tractors, pontoons, tow boats. Easy logging proposition. Key location for two hundred million additional timber. Favorable rates to Eastern markets. Easy terms. Address Box 760, care HARDWOOD RECORD.

FOR SALE

Wish to close a partnership, therefore offer at a bargain about 100 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. R. R. freight to Detroit about \$18 per M. Water freight not over \$6. Location is such that shipments can be made to any point on the Great Lakes. Address Jno. B. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

TIMBER LANDS FOR SALE

FOR SALE

301 acres fine farm and timberland in Valley of Virginia; good for all kinds of crops, fruits and stock-raising; ample water, fair improvements, good neighborhood; enough timber on it to pay for it. A bargain. PHIL GRASTY, Danville, Va.

CLASSIFIED

Advertising is the shortest route between your requirements and the party who can fill them. Makes no difference what it is you want to sell or want to buy, the classified advertising department will be able to help you most effectively and at the smallest possible cost. Send in your list to the Classified Advertising Department, HARDWOOD RECORD.

MACHINERY FOR SALE**FOR SALE**

Knuckle joint veneer press (Bushnell), belt power. Three Francis glue kettles, two with power stirrers. MICHIGAN VENEER CO., Alpena, Michigan.

FOR SALE

Port Huron Circular Mill and 25 H. P. Keck G. Traction Engine. Unusually fine equipment in excellent condition. Will take lumber in part payment. STANDARD WOODWORKING CO., Lafayette, Indiana.

TWO NEW VENEER DRYERS

For sale one four-section "Proctor" Dryer, one 25-plate "Merritt" Dryer, 96"x116"; also one new 64" Coe lathe and clipper. THE STANDARD VENEER CO., Portland, Maine.

FOR SALE

2 80 H. P. Bollers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42"

FISCHER LUMBER CO. Kewanee, Mo.

FOR SALE

Snap if taken at once. One 11x24 Murray-Corliss Steam Engine by Murray Iron Works. Belt drive to one Ideal 52½ K V A, 240 V, 3 phase, 60 cycle, 750 R P M Generator complete with Westinghouse Exciter, fully equipped Switchboard, making complete plant. Address Box 59, Waterloo, Ia.

SECOND HAND

Machinery is oftentimes a good buy. If you are in need of a second hand machine, this department will place you in touch with any branch of the industry. Send in your requirements and we will do the rest. HARDWOOD RECORD.

RAILS FOR SALE**FOR SALE**

Two miles good 35-lb. relaying rail with fasteners. Price \$35 per ton f. o. b. Earle, Arkansas.

THE CRITTENDEN LUMBER CO.,
Earle, Ark.

PLANTS FOR SALE**FOR SALE**

Woodworking Plant in good locality, business good. For further particulars address, Box 776, Care HARDWOOD RECORD.

FOR SALE

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

HARDWOOD RECORD

Reaches each Issue a purchasing power amongst the buyers and users of hardwoods of 373 MILLIONS OF DOLLARS. The average rating per subscriber amongst the wood-users is OVER 360 THOUSAND DOLLARS per capita.

If you want to reach this purchasing power send your classified ad in.

LOGGING EQUIPMENT for SALE**FOR SALE—LOGGING LOCOMOTIVES**

Five to one hundred tons in weight narrow and standard gauge; rod and geared types. Also other logging equipment, car trucks, cars, skidders, etc. Rebuilt in our shops. Immediate shipment from stock.

SOUTHERN IRON & EQUIPMENT COMPANY,
Atlanta, Ga. ————— New Orleans, La.

LOGS FOR SALE**FOR SALE**

300,000 ft. Birch in logs. Ready to start sawing under National Rules. Offered as No. 3 Common and Better. Apply P. O. Box 6, Victoriaville, Que., Canada.

LOGS WANTED**PRIME BLACK WALNUT LOGS**

For veneer purposes.

YELLOW POPLAR LOGS

Cable quotation to

CHR. BRUUN,

Copenhagen—Hellerup,

Denmark.

Cable Address: "Mahogany."

DIMENSION STOCK FOR SALE**FOR SALE**

Ash dimension stock cut to your order.

S. N. BROWN & CO., Dayton, Ohio.

FOR SALE

1 car No. 1 Oak Felloes—2"x2¾"—3' 8".

1 car No. 1 Oak Felloes—3½"x3"—3' 4".

1 car No. 1 Oak Felloes—4¼"x3"—3' 4".

2 cars No. 1 Oak Bolsters—3½"x4½"—4' 2"

2 cars No. 1 Oak Bolsters—4"x5"—4' 2".

E. YOCOM LUMBER CO., Stilwell, Oklahoma

MAHOGANY FOR SALE**FOR SALE PHILIPPINE MAHOGANY**

Best quality, prompt shipment direct from mill. C. I. F. Quotations any port. ORIENT TRADING COMPANY, Thompson Bldg., Seattle, Washington.

MISCELLANEOUS**LUMBER COMMISSION**

Lists solicited of stocks, hardwood lumber with prices which I can offer to my trade. I sell on commission. Dimension stock and vehicle stock are specialties. ALFRED P. BUCKLEY, 100 Parkway Bldg., Philadelphia, Pa.

HAVE YOU

A copy of "American Forest Trees"? Your library is not complete without it. Everybody interested in the lumber business or wood-working industry should have it as a reference book. \$5.00 per copy. Address Book Department, HARDWOOD RECORD.

ADVERTISING

Today is the best investment for the building up of business that is possible. Dividends follow advertising more surely today than ever. The Classified Department of the HARDWOOD RECORD is maintained for your benefit. Are you using it?

MISCELLANEOUS**Saw Mill Machinery**

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

Hill-Curtis Company, Kalamazoo, Mich.
1440 No. Pitcher Street

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

TANKS FOR SALE

In all parts of the country

Over 4000 steel storage tanks.
Over 500 wood tanks.
Over 500 tanks with agitators, jackets, etc.
Over 1800 rectangular steel tanks.
Over 1500 glass enameled tanks.
Over 1250 steel pressure tanks.
Over 15 tanks and towers.

New and Used Tanks

Chemical Equipment

Mechanical Equipment

Largest dealers in tanks

The Curtiss-Willis Co.

30 Church Street, New York

Loose Leaf Tally Books

TALLY SHEETS with WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other
Supplies Will Be Sent on Request

FRANK R. BUCK & CO.

2133 Kenilworth Ave.

CHICAGO, ILL.

VENEERS FOR SALE**OHIO VENEER COMPANY**

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

HARDWOOD RECORD

Reaches a purchasing power amongst the manufacturers and wholesale distributors of OVER 340 MILLION DOLLARS. The average rating of our hardwood sawmill operators is in excess of 320 THOUSAND DOLLARS per capita.

By advertising in this section you reach over 90% of the possibilities of this field. Therefore, your publicity matter is of the highest possible value.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

FOREIGN DEPARTMENT

CHR. BRUUN

Dealer and Agent in

Hardwood and Pine Lumber and Logs

HELLERUP-COPENHAGEN
DENMARK

Cable Address: "Mahogany"

J. F. Mueller & Son Co.

Estab.
1795

HAMBURG 27

Incorp.
1916

Cable Address: Holzmueller, Hamburg

WOOD BROKERS & AGENTS

LUMBER FOR SALE

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

KINDLY SEND US YOUR INQUIRIES
for

Hardwoods and White Pine

LUMBER FOR SALE

Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

ASH	8/4" Select & Better
4/4-16/4" Nos. 2 & 3	4/4" No. 1 Shop
BEECH	8/4" No. 1 Shop
4/4" Log Run, 40% 14' & 16', 75% No. 1 & Btr.	4/4" No. 1 Common
COTTONWOOD	1" No. 2 Common
1" Box Bds., 9-17", 40%	8/4" No. 2 Common
14' & 16' Band Sawn	YELLOW CYPRESS
1" FAS. Band Sawn	4/4" No. 1 Com., 1x10", 60% 14' & 16'
1" No. 1 Com. Bd. Sawn	ELM
1" Log Run, 75% No. 1&B.	10/4" Log Run, 75% No. 1 & Better
RED CYPRESS	
1" Select and Better	

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY
ARCADE BUILDING, ST. LOUIS, MO.

Northern Office: Lumber Exchange, Chicago. Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Southern Office: Central Bank Bldg., Memphis, Tenn. Mills: Drew, Miss.; Osmeek, La.; Lake City, Fla.

"Merchandise Sells Better When Kept in Sight"

By the same token

Advertised Products Move Faster

You get full value when you advertise in the HARDWOOD RECORD. There is no waste circulation and every reader is a potential buyer. If you want quick action, use the Classified Department. A QUARTER OF A CENTURY has been devoted to building up the publicity value of our columns and the result is all that can be desired. ONE HUNDRED PERCENT efficiency.

Send in your Copy TODAY—NOW

WRITE

Hardwood Record

for information about the

Bulletin Service

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 & 2 C. 4/4", reg. widths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

LOG RUN, 4/4, 5/4, ran. widths., 40% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 10/4", BROWN-EVERTS LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 6/4", CORNELIUS LBR CO., St. Louis Mo.

NO. 2 C. & B. 4/4, 8/4, 10/4", good widths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & BTR., 6/4", A widths. & lgths., 10 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 & BTR., 12/4, 16/4"; NO. 1 C., 4/4, 6/4, 8/4"; FAS, 8/4". HOLLY RIDGE LBR. CO., Louisville, Ky.

FAS, 4/4, 10/4"; NO. 1 C., 4/4, 10/4"; NO. 2 C., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 & BTR., 4/4, 8/4", good widths. & lgths.; 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 5/8-16/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., white, 4/4", reg. widths. & lgths., bone dry. HARRY H. MAUS, South Bend, Ind.

NO. 1 C. & BTR., white, 8/4-16/4", reg. widths. & lgths., southern & northern, green to dry. RAY E. MAXSON, South Bend, Ind.

COM. & BTR., 5/8, 8/4, 10/4, 12/4, 16/4"; MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. widths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

COM. & BTR., 4/4-16/4". J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 10/4, 12/4, 14/4", reg. widths. & lgths., 6 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C., 5/4, 6/4, 8/4". TUSTIN HARDWOOD LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. widths. & lgths.; NO. 2 C. 4/4", reg. widths. & lgths.; LOG RUN, 8/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 6/4, 16/4", reg. widths. & lgths., 6 mos. dry. WOODRUFF-POWELL & CO., South Bend, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry, northern, good texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

FAS, 4/4", good widths. & lgths., dry; NO. 2 C. & BTR., 4/4, 6/4, 8/4, 10/4", good widths. & lgths., dry; NO. 2 C., 4/4, 6/4, 8/4", good widths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, Ohio.

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", 9 mos. dry; NO. 3 C., 4/4", 9 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 & BTR., 4/4", 10" & wider, 8' & longer, 10 mos. dry; NO. 1 & BTR., 5/4, A widths. & lgths., 14 mos. dry; NO. 2 C., 6/4", A widths. & lgths., yr. dry; NO. 2 & BTR., 5/4", A widths. & lgths., 14 mos. dry; SEL. & BTR., 6/4", 4", &

wider, 6' & longer, 14 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 3, 4/4, 5/4; NO. 2 C. & B., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4", reg. widths. & lgths., bone dry. HARRY H. MAUS, South Bend, Ind.

FAS, NO. 1 C., NO. 2 C., all 4/4", reg. widths. & lgths., 3 mos. & up dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C., NO. 2 C., FAS, all 4/4", reg. widths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4 to 16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BEECH

NO. 2 C. & BTR., 4/4, 6/4, 8/4", good widths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 & BTR., 5/8, 5/4", reg. widths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 2 C. & BTR., 4/4-12/4", reg. widths. & lgths., 12 mos. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 6/4, 8/4, 10/4", 60-70%, 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

LOG RUN, 5/8, reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

HARDWOODS FOR SALE

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 5/4", 9 mos. dry; NO. 1 C. & BTR., 5/4", yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 3, 4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4". KING MILL & LBR. CO., Paducah, Ky.
NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. widths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., yr. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

CHESTNUT

NO. 1 C. & SELS., 4/4, 6/4, 8/4", good widths. & lgths., dry; SD. WORMY, 4/4, 8/4", good widths. & lgths., dry; NO. 3 C., 4/4, 5/4, 6/4, 8/4", good widths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & SD. WORMY, 4/4", good widths., fair lgths., yr. dry. ANDES LBR. CO., Knoxville, Tenn.

SD. WORMY & BTR., 4/4-8 3/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, QTD., 4/4", reg. widths. & lgths., 3 mos. & over dry; SD. WORMY, 4/4, 5/4, 6/4, 8/4", reg. widths. & lgths., 3 mos. & over dry; FAS, wormy, 4/4", reg. widths. & lgths., 3 mos. & over dry; NO. 2 C., NO. 3 C., both, 4/4", reg. widths. & lgths., 3 mos. & over dry. W. M. RITTER LBR. CO., Columbus, O.

FAS, 4/4", 6 mos. dry; NO. 2 C. & SD. WORMY, 4/4", 6 mos. dry. ST. JOSEPH VALLEY LBR. CO., So. Bend, Ind.

NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4-16/4", reg. widths, std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

NO. 2 & BTR., 4/4", good widths., ran. lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 4/4", ran. widths., 60% 14-16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 4/4", good widths. & lgths., yr. dry. GEO. C. EHEMANN LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

FAS, soft yellow, 5/4", 6-20", 10-16", 2 yrs. dry. RAY B. MAXSON, South Bend, Ind.

COM. & BTR., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

BX. BDS., 4/4, 13-17" & 9-12", reg. lgths.; FAS, 4/4, 13-17" & 6-12", reg. lgths.; NO. 1 C. & SEL., 4/4, 5/4", reg. widths. & lgths.; NO. 2 C., 4/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

COM. & BTR., 4/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 & 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4, 6/4, 8/4, 12/4". HOLLISTER-FRENCH LBR. CO., So. Bend, Ind.

NO. 2 & BTR., 4/4", reg. widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

SELS., 5/4". MEMPHIS BAND MILL LBR. CO., Memphis, Tenn.

FAS, 4/4, reg. widths. & lgths.; SELS, 4/4,

5/4, 6/4", reg. widths. & lgths.; NO. 1 SHOP, 4/4, 5/4", reg. widths. & lgths.; NO. 1 C., 1, 1, 5/4, 6/4", reg. widths. & lgths.; NO. 1 C., 1/4", 6-8-10", reg. lgths.; NO. 2 C., 4/4", 6, 8, 10 & 12"; NO. 2 C., 4/4, 5/4, 6/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16 3/4", reg. widths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 1 C. & BTR., 6/4, 8/4", reg. widths. & lgths., band sawn; NO. 2 C. & BTR., 4/4", reg. widths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 2 & 3 C., 5/4, 6/4"; NO. 1 C. & BTR. (10% NO. 2 C.), 12/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 10/4, 12/4", ran. widths., 60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4, 10/4", good widths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4", 15 mos. dry; NO. 1 & BTR., 6/4, 12/4", 16 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 4/4, 8/4"; FAS, 10/4, 12/4"; NO. 1 C., 10/4, 12/4". HOLLY RIDGE LBR. CO., Louisville, Ky.

LOG RUN, 4/4, 6/4, 10/4, 12/4, 14/4". KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 4/4, 6/4, 8/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 1 C. & BTR., 8/4, 10/4", reg. widths. & lgths., bone dry. HARRY H. MAUS, South Bend, Ind.

NO. 2 C. & BTR., southern & northern, 4/4-12/4", reg. widths. & lgths., dry. RAY B. MAXSON, South Bend, Ind.

NO. 2 C. & BTR., Ind. 8/4, 10/4", good widths., 10 mos. dry. POWELL-MYERS LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., 8/4", 8 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

FAS, NO. 1 C., NO. 2 C., Ind., all 12/4", yr. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths., dry; NO. 3 C., 4/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4", reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

ELM—ROCK

LOG RUN, 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", ran. widths., 60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 & BTR., 10/4", 5" & wider, 6' & longer, 6 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

GUM—PLAIN RED

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

COM. & BTR., 4/4", reg. widths. & lgths., DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", good widths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 & BTR., 4/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

COM. & BTR., 4/4, 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 5/8". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 & BTR., 4/4", 4" & wider, 10-16", 6-8

mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

LOG RUN, 8/4", ran. widths., 60% 14 & 16", 6 mos. & more dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & SEL., 3 1/4". DARNELL LOVE LBR. CO., Leland, Miss.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4", good widths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., 6/4, 8/4". HOLLY-RIDGE LBR. CO., Louisville, Ky.

NO. 1 C. & BTR. SND., 4/4, 5/4, 6/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C. & BTR. SND., 5/4, 6/4, 8/4, 10/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 3 C. & BTR., 4/4-8/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C., pl. 4/4", ran. widths., 60% 14 & 16", 6 mos. & over dry; DOG BDS., pl. 5/4", ran. widths., 60% 14 & 16", 6 mos. & over dry; LOG RUN, qtd., 8/4", ran. widths., 60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

BX. BDS., NO. 2 C. & BTR., 5/8 to 5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 3 C. & BTR., 4/4, 5/4, 6/4, 8/4", good widths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & SELS., 4/4"; BX. BDS., 13-17". THEO. FATHAUER CO., Chicago, Ill.

NO. 2 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, qtd., 4/4, 6/4, 8/4"; NO. 1 C., qtd., 4/4, 5/4, 6/4, 8/4". HOLLY RIDGE LBR. CO., Louisville, Ky.

NO. 2 & BTR., 4/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 5/8, 3/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 4/4", 6" & wider, 10-16", 6-8 mos. dry; NO. 1 C., NO. 2 C., both 4/4", 4" & wider, 10-16", 6-8 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

LOG RUN, 4/4", reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd., black, 4/4", ran. widths., 60% 14 & 16", 6 mos. & more dry. BREECE MFG. CO., Portsmouth, O.

BX. BDS., 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C., figured red, 4/4". THEO. FATHAUER CO., Chicago, Ill.

LOG RUN, pl., black, 4/4"; LOG RUN, qtd., black, 4/4". HOLLY-RIDGE LBR. CO., Louisville, Ky.

NO. 3 C., 4/4", reg. widths. & lgths., 9 mos. dry, band sawn; NO. 2 C., 4/4", reg. widths. & lgths., 7 mos. dry, band sawn. HYDE LBR. CO., South Bend, Ind.

FAS, black, 4/4, good widths. & lgths., 6 mos. dry. DOG BDS., NO. 2 & BTR., 4/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, qtd., black, 4/4", 60-70% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 5/4", ran. widths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4, 6/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HARDWOODS FOR SALE

HICKORY

NO. 2 C. & BTR., 8 1/4", reg. wdths. & lgths., dry, band sawn. NO. 2 C., 6 1/4", 8 1/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

LOG RUN, 6 1/4"; LOG RUN, pecan, 6 1/4, 8 1/4", 6 mos. & over dry; LOG RUN, pecan, 8 1/4" ran. wdths., 50% 14 & 16", 6 mos. & over dry. BRUCE MFG. CO., Portsmouth, O.

LOG RUN, 4 1/4", 10 mos. dry. BROWN-EVERTS LBR. CO., Memphis, Tenn.

LOG RUN, 6 1/4", pecan. GEO. C. BROWN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-16 1/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C., 8 1/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 8/4-16 1/4", reg. wdths. & lgths., 3 yrs. dry. RAY B. MAXSON, South Bend, Ind.

NO. 2 C. & BTR., 8 1/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

NO. 1 C., 4/4"-16 1/4". J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 8 1/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 6 1/4", 7/4, 8 1/4, 16 1/4" WOOD-MOSAIC CO., INC., Louisville, Ky.

MAGNOLIA

NO. 1 & 2 C., 4/4, 8 1/4", 60-70% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", ran. wdths. & lgths., 10 mos. dry. WOODRUFF-POWELL LBR. CO., South Bend, Ind.

MAHOGANY

ALL GRADES, all thicknesses, especially fine dry stock, 3" & 4". FREIBERG MAHOGANY CO., Cincinnati, O.

MAPLE—HARD

NO. 2 C. & BTR. (90% hard), 4/4, 6/4, 10/4", good wdths. & lgths., dry; NO. 2 C. (90% hard), 4/4, 8/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16 1/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 8/4 & 12/4", reg. wdths. & lgths., dry, band sawn; NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 2 C. & BTR., 4/4-16 1/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 16/4", 5" & wider, 6' & longer, 8 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4, 12/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS & NO. 1 C., 12/4", std. wdths. & lgths., yr. dry. Indiana stock. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

FAS, with 30% SEL., 4/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-16 1/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

LOG RUN, 4/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 4/4 and 12/4", good wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4", QTD., 5/4, 6/4, 8/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 8/4, 8 1/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 8/4, 10/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, NO. 1 C. & 2 C., 10/4", std. wdths. & lgths., yr. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 8 1/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8 1/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

FAS, 4/4", good wdths., fair lgths., 18 mos. dry. ANDES LBR. CO., Knoxville, Tenn.

NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry, band sawn; FAS & NO. 1 C., 5/4, 6/4", reg. wdths. & lgths., dry, band sawn; NO. 1 C., 8 1/4", reg. wdths. & lgths., kiln dried, band sawn; NO. 3, 4/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 1 C., NO. 2 C., both 4/4", 10 mos. dry. BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 5/8, 3/4"; NO. 2 C., 5/8"; NO. 3 C., 5/8 & 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-8 1/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 3 C. & BTR., 4/4", good wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS; NO. 1 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., NO. 2 C., both 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 3/4, 4/4", reg. wdths. & lgths., air dried; FAS, 4/4", reg. wdths. & lgths., air dried; NO. 2 C., 5/8, 4/4", reg. wdths. & lgths., air dried; NO. 3 C., 4/4", reg. wdths. & lgths., air dried. LAMB-FISH HDWD. CO., Charleston, Miss.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8, 3/4, 6/4, 8/4"; SELS., 5/8, 3/4"; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", 4" & wider, 10-16", 6-8 mos. dry; bridge plank, NO. 1 C., 8/4", 4, 6, 8, 10 & 12", 10-16", green. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 1 C., 4/4", reg. wdths. & lgths., 3 mos. & over dry. W. M. RITTER LBR. CO., Columbus, O.

FAS, 4/4, 6 1/4"; NO. 1 C., NO. 2 C., both 4/4". WOOD-MOSAIC CO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16 1/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C. 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

FAS & NO. 1 C., 4/3", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 1 C. & BTR., 4/4", good wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, NO. 1 C., both 4/4". THEO. FATHAUER CO., Chicago, Ill.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & 2 C., 4/4", good wdths., 60%-70% 14 & 16", band sawn, 5-15 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8-16 1/4". J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., 4/4". TUSTIN HDWD. LBR. CO., Memphis, Tenn.

NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

FAS, 4/4", good wdths., fair lgths., 18 mos. dry; NO. 1 C., 4/4", good wdths., fair lgths., 12 mos. dry. ANDES LBR. CO., Knoxville, Tenn.

NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry, band sawn; FAS & NO. 1 C., 5/4, 6 1/4", reg. wdths. & lgths., dry, band sawn; NO. 1 C., 8 1/4", reg. wdths. & lgths., dry, band sawn; NO. 3 C., 4/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 2 C. & BTR., 5/8-6 1/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 3 C. & BTR., 4/4", good wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", 60-70% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4", 6" & wider, 10-16", 6-8 mos. dry; NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", 4" & wider, 10-16", 6-8 mos. dry. BRIDGE PLANK, NO. 1 C., 8/4", 4", 12-16", green; BRIDGE PLANK, NO. 2 C., 8/4, 6, 8, 10, 12", 10-16", green. W. R. PICKERING LBR. CO., Kansas City, Mo.

FAS, 4/4, 5/4, 8/4", reg. wdths. & lgths., 3 mos. & more dry; SELS., 4/4", reg. wdths. & lgths., 3 mos. & more dry; NO. 1 C., 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. & more dry; NO. 2 C., SD. WORMY, NO. 3 C., all 4/4", reg. wdths. & lgths., 3 mos. & more dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C. & BTR., SD. WORMY, 4/4", 5 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

FAS, 4/4"; NO. 1 C., 4/4". TUSTIN HDWD. LBR. CO., Memphis, Tenn.

NO. 1 C., 5/4", 4/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4"-16 1/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 C., NO. 2 C., both 4/4", fair wdths., good lgths., 18 mos. dry. ANDES LBR. CO., Knoxville, Tenn.

NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 1 C. & SEL., 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 & BTR., 5/8-8 1/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", good wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., NO. 2 C., both 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 4/4". HOLLY RIDGE LBR. CO., Louisville, Ky.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 & BTR., 4/4, 5/4, 6 1/4", good wdths., 60%-70% 14 & 16", band sawn, 5-15 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2-8 1/4". J. V. STIMSON & CO., Owensboro, Ky.

FAS, 1/2", 3/4, 4/4, 8/4"; NO. 1 C., 3/8, 1/2, 3/4, 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4". TUSTIN HDWD. LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 5/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 6/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16 1/4", good wdths. & lgths., 2 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16 1/4", pl. reg. wdths. & lgths., yr. dry; NO. 2 C. & BTR., qtd. 4/4-16 1/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, mixed, 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 3 C., pl., R. & W., 4/4". THEO FATHAUER CO., Chicago, Ill.

SD. WORMY, NO. 3 C., both 4/4", reg. wdths. & lgths., 10 mos. dry, band sawn. THE HYDE LBR. CO., South Bend, Ind.

BRIDGE PLANK, R. & W., 8/4", 10-16". KING MILL & LBR. CO., Paducah, Ky.

CORE STOCK, 4/4", reg. wdths. & lgths.,

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 74)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-9-75) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at **CAMP RUN, PICKENS and RICHWOOD,**
WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/1 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 11) **J. H. Bonner & Sons**
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquill, Ark.

(*See page 74)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbers are judged. It is the "Old Reliable."

(*See page 74)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, **ARKANSAS**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 73)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 76)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN
NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 10)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 14)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken
Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 63)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE
OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Baltimore, Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and
12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4
in all grades
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
(*See page 8)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50
per cent when they are compared among
themselves, and there is no less difference
among different species when their strength
is under consideration.

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 46)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagons—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A, B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been
estimated at 25,000,000,000 feet, and that is
equaled by West Virginia, while Arkansas
leads all others with 26,765,000,000.

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 74)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page —)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 58)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 35)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 70)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

HARDWOODS FOR SALE

shipping dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 2 & BTR., 4 1/4", good widths & lgths., 6 mos. dry; NO. 1 & BTR. SD. WORMY, 4 1/4", good widths & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 1 C., 5 1/4", elegant widths & lgths., bone dry. HARRY H. MAUS, South Bend, Ind.

NO. 1 & 2 C., 4 1/4, 5 1/4, 8 1/4". MEMPHIS RAND MILL CO., Memphis, Tenn.

NO. 1 C., pl., 4 1/4, 8 1/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

FAS, NO. 1 C., both 12 1/4", std. widths & lgths., Indiana stock, 2 yrs. dry. JOHN L. SHAFER HDWD. CO., South Bend, Ind.

FAS, pl., 4 1/4", reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

PINE

NO. 2 C. & BTR., white, 4 1/4, 5 1/4, 6 1/4", good widths & lgths., yr. dry. ANDES LBR. CO., Knoxville, Tenn.

NO. 2 & BTR. N. C., 4 1/4", 5" & up, reg. lgths., 3 mos. & more dry. W. M. RITTER LBR. CO., Columbus, O.

POPLAR

NO. 1 C., 4 1/4", good widths & lgths., yr. dry, circular sawn; NO. 2 C., 4 1/4", good widths & lgths., yr. dry; NO. 1 C. & BTR., 6 1/4", good widths & lgths., yr. dry. ANDES LBR. CO., Knoxville, Tenn.

NO. 1, 2 & 3 C., 4 1/4", reg. widths & lgths., dry, band sawn; FAS, 4 1/4", reg. widths & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 2 & BTR., 4 1/4", 10 mos. dry. BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4-12 1/4", reg. widths & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4 1/4 & 8 1/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C., 4 1/4, 5 1/4, 6 1/4, 8 1/4"; COM., 8 1/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C., 10 1/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4 1/4, 5 1/4, 6 1/4, 8 1/4", 60-70% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8-8 1/4". J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 4 1/4-12 1/4", ran. widths & lgths., 8 mos. dry. WOODRUFF-POWELL LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., 5/8-16 1/4", reg. widths, std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SAP, both 5/8", reg. widths & lgths.; NO. 1 C., 5/8", 4 1/4", reg. widths & lgths.; NO. 2 A. & B., 4 1/4", reg. widths & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 C. & BTR., 4 1/4", reg. widths & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

LOG RUN, 4 1/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

4 1/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4 1/4, 5 1/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4 1/4", good widths & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 6 1/4", 60-70% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

LOG RUN, qtd., 5/8-4 1/4". J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., qtd., 4 1/4", reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

WALNUT

NO. 1 & 2 C., 4 1/4", reg. widths & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4 1/4", 6-10", 6 & 7", 8 mos. dry; FAS, 4 1/4", 10" and up, 6 & 7", 8 mos. dry; FAS, 4 1/4", 6-10", 8 & 9", 10

mos. dry; FAS, 4 1/4", 6-10", 8-16", 6 mos. dry; FAS, 4 1/4", 5 1/4", 10 1/4", 6-10", 8-16", 8 mos. dry; FAS, 5 1/4", 6-10", 6 & 7", 6 mos. dry; FAS, 5 1/4", 6-10", 8-16", 8 mos. dry; FAS, 6 1/4", 6-10", 6 & 7", 6-10 mos. dry; FAS, 6 1/4", 6-10" & 10" & up, 8-16", 8 mos. dry; FAS, 8 1/4", 6-10", 8-16", 8 mos. dry; FAS, 8 1/4", 10 1/4", 10" & up, 8-16", 10 mos. dry; FAS, 12 1/4", 6-10" and 10" & up, 8-16", 15 mos. dry; NO. 1 C., 5/8", 5 1/4", 8 1/4", reg. widths & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. widths & lgths., yr. dry; NO. 1 C., 4 1/4, 6 1/4", reg. widths & lgths., 6-10 mos. dry; SEL., 4 1/4", reg. widths & lgths., 6 mos. dry; SEL., 5 1/4", 8 1/4", reg. widths & lgths., 8 mos. dry; NO. 2 C., 4 1/4", reg. widths & lgths., 6 mos. dry; NO. 2 C., 5 1/4, 8 1/4, reg. widths & lgths., 6-10 mos. dry; NO. 2 C., 6 1/4", reg. widths & lgths., 8 mos. dry; SEL., 6 1/4", reg. widths & lgths., 10 mos. dry. FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

ALL GRADES, 5/8-8 1/4". J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 4 1/4", ran. widths & lgths., 6 mos. dry. WOODRUFF-POWELL LBR. CO., South Bend, Ind.

NO. 1 C. & BTR., 1 1/2"; NO. 1 C., 4 1/4, 5 1/4, 6 1/4"; SEL., 4 1/4, 5 1/4, 6 1/4"; NO. 2 C., 4 1/4, 5 1/4, 6 1/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS FLOORING OAK

CLEAR SAP, qtd., white, 5/16x1 1/3, 1 1/2, 2 sq. edge, parquet. F. M. BACHMAN CO., Indianapolis, Ind.

SEL., pl., white, 1 3/16x2 1/4", reg. lgths., 3 mos. & more dry. W. M. RITTER LBR. CO., Columbus, O.

DIMENSION STOCK OAK

CLEAR, 1 1/2x1 1/2x19, 9 mos. dry; CLEAR, 2x2x19, 9 mos. dry; CLEAR, 1 3/4x1 3/4x19, 9 mos. dry. POWELL-MYERS LBR. CO., South Bend, Ind.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, 12-30", 62-86". GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/8", 6-36", 62-96", 1/16, 12-30", 62-96", 1/20, 12-30", 62-96"; 1/8, all clear, 12-30, 86-96"; SHEET STOCK, red, 1/8", 12-30", 86-96". GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, red, 6-30, 72-96". GEO. L. WAETJEN & CO., Milwaukee, Wis.
thicknesses, also butts. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

HONDURAS & AFRICAN, ALL GRADES & thicknesses, also butts. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

PLAIN & CURLY, qtd. sawed, 1/20 & 1/16, good figure, smooth; PLAIN & CURLY, qtd. sliced, 1/24, good figure, smooth. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

NORTHERN RED, 1/8", 6-36", 86-96", 1/8" sawn northern, 10-13", 12 & longer; WHITE NORTHERN, 1/8", 6-36, 62-96"; CORE STOCK, 1/8, 8-30, 62-96; QTD. SAWN WHITE, 1/8, 6-12, 10 & longer. QTD. SAWN WHITE, 1/20, 6-12, 10" & longer. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10' long. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QTD. SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

WALNUT

SLICED, good figure, also butts, 1/28"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind.

SLICED, half round, unusually fine figured; also butts. FREIBERG MAHOGANY CO., Cincinnati, O.
1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

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NORTHERN Hardwoods and Hemlock

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The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

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NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

Time Is the Test of Worth

HARDWOOD RECORD

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD

We Offer for Prompt Shipment

MAPLE		BEECH	
4/4" No. 1 C&B Qtd....	14,000'	5/4" No. 2 C&B.....	153,000'
4, 5, 6 & 8/4" Birdseye	4,000'		
5/4" No. 1 C&B Qtd....	3,000'	BASSWOOD	
5/4" No. 1 C&B End Dried		4/4" No. 2 C&B.....	33,000'
White.....	3,000'	4/4" No. 3 Common....	19,000'
6/4" No. 1 C&B End Dried		BIRCH	
White.....	500,000'	4/4" No. 2 C&B.....	116,000'
6/4" No. 2 C&B Soft....	50,000'	4/4" No. 2 Common....	16,000'
10/4" FAS Hard.....	12,000'		
MAPLE AND BEECH		SOFT ELM	
4/4" No. 3 Common....	57,000'	4/4" No. 2 C&B.....	26,000'
5/4" No. 3 Common....	45,000'	12/4" No. 2 C&B.....	20,000'
6/4" No. 3 Common....	310,000'	4/4" No. 3 C&B.....	OAK
6/4" No. 3 Common....	181,000'	4/4" No. 3 C&B.....	CHERRY
5/8" No. 2 Common....	102,000'		

EAST JORDAN LUMBER CO.

EAST JORDAN, MICH.

HARDWOODS FOR SALE

CROSS BANDING AND BACKING

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ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

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THREE PLY, 1/4x24x48, G2S; FIVE PLY,
3/8x36x72, G1S, 3/8x24x72, G2S, 3/8x30x72, G2S.
HANSON-WARD VENEER CO., Bay City,
Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S,
1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-
WARD VENEER CO., Bay City, Mich.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S,
3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HAN-
SON-WARD VENEER CO., Bay City, Mich.
QTD. FIG., any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S,
1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-
WARD VENEER CO., Bay City, Mich.

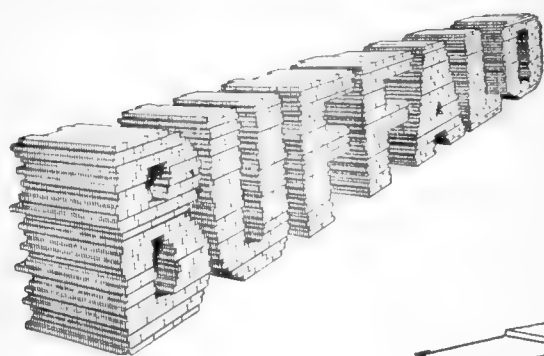
OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S,
1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x60, 2S, 3/8x30x
60, 2S, 3/8x24x72, 2S, 3/8x30x72, 2S; PLAIN
WHITE, FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S,
3/8x24x72, 2S, 3/8x30x72, 2S; QTD. WHITE OAK,
FIVE PLY, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72,
2S. HANSON-WARD VENEER CO., Bay
City, Mich.

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S,
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FOR HARDWOODS

**Do you
want prompt
shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

Buy Hardwoods in Buffalo

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH

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Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

G. ELIAS & BRO., Inc.

Have large stock fine dry ELM 1" to 4" thick, all grades Also all other Hardwoods, White Pine, etc.

ESTABLISHED 1881

965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plane & Qtd. Oak, Poplar & Walnut

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YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS

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HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK

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Our Specialty: QUARTERED WHITE OAK

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OAK, ASH and CHESTNUT

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1—More assets to amount at risk than any Stock fire insurance company. 2—Only Preferred risks accepted and frequent Inspection Service. 3—Manager on salary only. 4—Pay no high commissions. Write today for full particulars and last Financial Statement.

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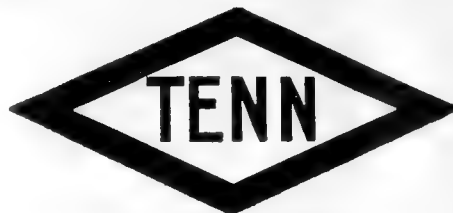


Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

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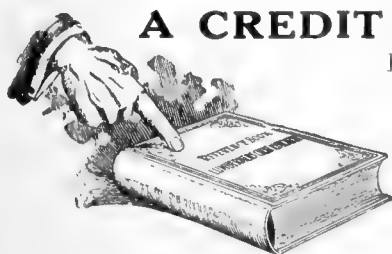
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Manufacturers of

NORTHERN HARDWOODS

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5/4" No. 1 Com. & Btr. 50,000'
4/4" No. 3 Common.....100,000'
8/4" No. 3 Common.....35,000'
6/4" No. 2 Common.....70,000'

6/4" No. 3 Common.....150,000'

MAPLE

5/4" No. 1 Com. & Btr. 200,000'
6/4" No. 1 & 2 Common 400,000'
12/4" Com. & Btr.....200,000'

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

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BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
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WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
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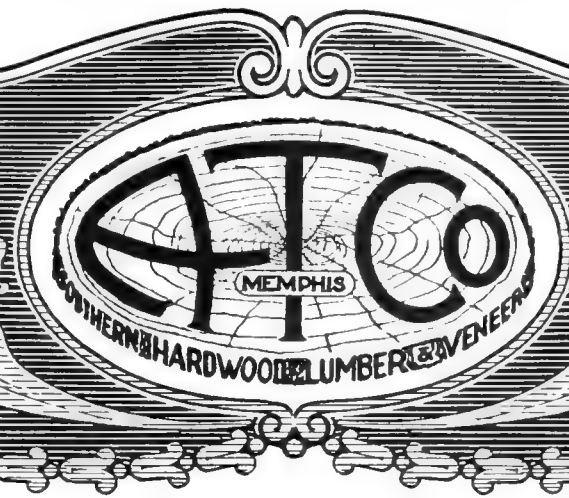
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VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO



Adverse Conditions Have Not Affected the Quality of Our Lumber or Service

AT ONE POINT in the development of a modern business its driving force may keep it going brilliantly while conditions are favorable. Later it gains a solidly established state imparting a degree of momentum sufficient to maintain the forward movement even under the most trying circumstances.

So with the Anderson-Tully Company, pioneer manufacturers of Southern hardwood lumber, veneer and plywood. Great difficulty in operation has in no way impaired our ability to serve you correctly. The Anderson-Tully Company trademark will always be known where the best in goods and service are most appreciated.

Order from Anderson-Tully on present low prices

ANDERSON-TULLY COMPANY
MEMPHIS

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar
Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**

Quartered Oak

Chestnut **Basswood**

Oak Flooring

Coal Grove, Ohio, U. S. A.

Our Specialty Is **AMERICAN WALNUT**
Lumber and Veneers

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

We Also Handle
MAHOGANY
MEXICAN PHILIPPINE

The Kosse, Shoe & Schleyer Co.

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Home Office: Cincinnati, Ohio
Lock Box 18, St. Bernard Branch

Hardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, JULY 10, 1921

Subscription \$2
Vol. LX, No. 6

Following Is a Copy of July 1st Inventory Covering Our

"TOMKATS BRAND"

WHITE ASH

We operate a sawmill cutting White Ash *exclusively*.
Get our prices before placing your next order.

Firsts and Seconds

4 4"x6 to 10.....	69,000 ft.
5 4"x6 to 10.....	23,000 ft.
6 4"x6 to 10.....	53,600 ft.
8 4"x6 to 10.....	39,600 ft.
4 4"x10 & 12 and Up....	24,100 ft.
5 4"x10 & 12 and Up....	2,500 ft.
6 4"x10 & 12 and Up....	9,000 ft.
8 4"x10 & 12 and Up....	35,700 ft.
10 4"x10 & 12 and Up....	18,600 ft.
12 4"x10 & 12 and Up....	26,500 ft.

No. 1 Common & Better

8 4".....	102,000 ft.	14 4".....	8,200 ft.
10 4".....	118,600 ft.	16 4".....	39,600 ft.
12 4".....	93,300 ft.	18 4".....	1,800 ft.

One Face Clear Strips

4 4"x2 1/2 to 5 1/2".....	16,800 ft.
---------------------------	------------

No. 1 Common

4 4".....	149,500 ft.	10 4".....	13,000 ft.
5 4".....	27,500 ft.	12 4".....	9,700 ft.
6 4".....	67,900 ft.	14 4".....	3,500 ft.
8 4".....	85,000 ft.	16 4".....	15,700 ft.

No. 2 Common

4 4".....	98,000 ft.	10 4".....	17,200 ft.
5 4".....	84,000 ft.	12 4".....	11,500 ft.
6 4".....	48,200 ft.	14 4".....	6,500 ft.
8 4".....	36,100 ft.	16 4".....	7,900 ft.

No. 2 C&B Largely No. 1 C&B

5 8" and 3 4".....	14,000 ft.
--------------------	------------

Prices on Special Widths and Lengths
on Request.

If freight rate is reduced between acceptance of order and shipping date you will receive benefit of reduction.

THOMPSON-KATZ LUMBER CO.

MEMPHIS, TENNESSEE

JOE THOMPSON, President

Cable Address: "TOMKATS"

H. KATZ, V.-President

HARDWOODS AND PATTERN LUMBER

MILLIONS OF FEET OF DRY STOCK
FOR IMMEDIATE SHIPMENT

J. Gibson McIlvain Company

Manufacturers—Wholesalers

Philadelphia, Pa.

ESTABLISHED 1798

INCORPORATED 1920

Quality—**GOLDEN RULE**—Service



THE **ANDERSON-TULLY** COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

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WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple

Flooring

kiln dried and carefully
machined.

**H.F. Below Lumber
Company**
MARINETTE

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

4/4 No. 1 Common Basswood..500M
4/4 No. 2 Common Basswood..300M
5/4 No. 1 Common Basswood..300M
5/4 No. 2 Common Basswood..100M
8/4 No. 2 & Btr. Hard Maple..500M
10/4 No. 2 & Btr. Hard Maple..300M
12/4 No. 2 & Btr. Hard Maple..100M
14/4 No. 2 & Btr. Hard Maple.. 50M
16/4 No. 2 & Btr. Hard Maple.. 50M

**Sawyer-Goodman
Company**
MARINETTE

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

Mississippi Can Supply Your Needs

OAK, GUM, POPLAR, COTTONWOOD
ELM, ASH, HICKORY, TUPELO, CYPRESS

It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

3/4" No. 1 Com. & Sel. Qtd. White Oak.....	175M'
5/8" No. 1 Com. & Sel. Plain Red Oak.....	150M'
3/4" No. 1 Com. & Sel. Plain Red Oak.....	175M'
5/8" No. 2 Com. Plain Red Oak.....	200M'
5/8" No. 3 Com. Plain Red Oak.....	300M'
3/4" No. 3 Com. Plain Red Oak.....	175M'
5/4" FAS Qtd. Red Gum, SND.....	150M'

SOUTHERN
HARDWOOD LUMBER

**DARNELL-LOVE
LUMBER CO.**

LELAND, MISSISSIPPI

Two Band Mills

BARR-HOLADAY LUMBER CO.

MANUFACTURERS OF

High Grade Southern Hardwoods

MAIN OFFICE GREENFIELD, OHIO
BAND MILL LOUISE, MISS.
Branch Office: Indianapolis, Ind.

Partial List of Dry Stock

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4/4" FAS 1 car	PLAIN MIXED OAK
4/4" No. 1 Common... 3 cars	3/4" Sound Wormy..... 5 cars
QUARTERED RED OAK	4/4" Sound Wormy..... 5 cars
4/4" FAS 2 cars	QUARTERED RED GUM
4/4" No. 1 Common... 3 cars	4/4" No. 1 Common... 2 cars
5/4" No. 1 Common... 2 cars	5/4" No. 1 Common... 2 cars
6/4" No. 1 Common... 1 car	6/4" No. 1 Common... 1 car
PLAIN WHITE OAK	8/4" No. 1 Common... 1 car
4/4" No. 1 Common... 2 cars	PLAIN SAP GUM
PLAIN RED OAK	4/4" No. 1 Com. & Btr. 5 cars
5/8" FAS 1 car	5/4" No. 1 Com. & Btr. 4 cars
4/4" FAS 1 car	6/4" No. 1 Com. & Btr. 3 cars
6/4" FAS 1 car	ELM
5/8" No. 1 Common... 1 car	6/4" No. 2 Com. & Btr. 2 cars
4/4" No. 1 Common... 5 cars	8/4" No. 2 Com. & Btr. 4 cars
5/4" No. 1 Common... 2 cars	10/4" No. 2 C. & Btr.. 3 cars
6/4" No. 1 Common... 2 cars	12/4" No. 2 C. & Btr.. 5 cars
8/4" No. 1 Common... 1 car	6/4" No. 2 Common... 4 cars

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you'd not only want the service yourself, but you'd have it. Let us tell you about it.

Hardwood Record
Chicago

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HARDWOOD MILL
IN THE WORLD

**LAMB-FISH
HARDWOOD COMPANY**

MANUFACTURERS

Annual Capacity
40,000,000 Feet
Southern Hardwoods

CHARLESTON, MISSISSIPPI

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

The E & W Lumber Company

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HARDWOODS

MILL: EDWARDSBURG, MICHIGAN

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
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Northern and Southern Hardwoods
THICK STOCK A SPECIALTY

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Oak, Gum, Cottonwood, Elm, Ash, Tupelo

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EVERYTHING in HARDWOODS
PLANK AND DIMENSION

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THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods
BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City



EXPONENTS

of
Highly Perfected
Manufacture
and
Merchandising Service
in
Arkansas Hardwoods

Including
Band Sawn

White and Red Oak
Ash — Gum
and

***Bruce* OAK FLOORING**
THE BEST *Oak* Flooring

Including
Square Edged
Parquetry Strips

*Inquiry and Correspondence
Invited*

E. L. BRUCE COMPANY

MANUFACTURERS
MEMPHIS, TENNESSEE

Flooring Plants: LITTLE ROCK—MEMPHIS
Band Mill: LITTLE ROCK

When in Need of Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

The Principles of Lumber Drying are unalterable—but

Our process is different and our kiln
is different to others.

We have designed and installed over
3,000 kilns

WHEREIN

**CONTROL OF CIRCULATION
CONTROL OF TEMPERATURE
CONTROL OF HUMIDITY
IS ASSURED**

Our service to our customers con-
sists of periodical inspection of kilns
and education of operators.

Responsibility for results during the
life of the kiln is borne entirely by us.

GRAND RAPIDS VAPOR KILN
GRAND RAPIDS, MICHIGAN
WESTERN VAPOR KILN COMPANY, SEATTLE, WASHINGTON

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WHITE ASH	
14/16" & up 1. & 2.	21,000*
5 1/2" 1. & 2. 1. & 2.	2,500*
6 1/2" 1. & 2. 1. & 2.	3,000*
8 1/2" 1. & 2. 1. & 2.	7,000*
10 1/2" & up 1. & 2.	18,000*
12 1/2" & up 1. & 2.	6,500*
1" Com. & Btr.	1,800*
5 1/2" Com. & Btr.	1,000*
6 1/2" Com. & Btr.	1,100*
8 1/2" Com. & Btr.	1,200*
10 1/2" Com. & Btr.	11,600*
1 1/2" Com. & Btr.	8,500*
11 1/2" Com. & Btr.	8,500*
16 1/2" Com. & Btr.	1,800*
18 1/2" Com. & Btr.	1,800*
1 1/2" No. 1 Common	15,000*
5 1/2" No. 1 Common	7,500*
6 1/2" No. 1 Common	7,500*
8 1/2" No. 1 Common	8,000*

10 1/2" No. 1 Common	15,000*
1 1/2" No. 1 Common	7,500*
1 1/2" No. 1 Common	7,500*
1 1/2" No. 1 Common	15,500*
1 1/2" Clear Ash Straps	21/2" to 3 1/2" on face 16,500*
1 1/2" No. 2 Common	98,000*
1 1/2" No. 2 Common	81,000*
6 1/2" No. 2 Common	15,200*
8 1/2" No. 2 Common	7,500*
10 1/2" No. 2 Common	17,200*
12 1/2" No. 2 Common	11,500*
16 1/2" No. 2 Common	7,900*

MISCELLANEOUS

SAP GUM (On Grade)	
1" No. 2 Com. & Btr.	200,000*
PLAIN OAK (On Grade)	
1" No. 2 Com. & Btr.	200,000*

Thompson-Katz Lumber Co.

ASH	
6 1/2" FAS	7,700*
8 1/2" FAS	4,000*
10 1/2" Com. & Btr.	22,000*
12 1/2" Com. & Btr.	21,000*
5 1/2" No. 1 Common	7,000*
6 1/2" No. 1 Common	7,000*
8 1/2" No. 1 Common	6,500*
1 1/2" No. 2 Common	8,500*
CYPRESS	
4 1/2" Shop	15,000*
6 1/2" Shop	15,000*
1 1/2" No. 1 Common	15,000*
5 1/2" No. 1 Common	8,000*
6 1/2" No. 1 Common	9,000*
ELM	
4 1/2" Log Run	3,000*
6 1/2" Log Run	9,000*
8 1/2" Log Run	5,000*
10 1/2" Log Run	1,000*
12 1/2" Log Run	19,000*

QUARTERED RED GUM	
5 1/2" 1. & 2.	3,200*
1 1/2" Com. & Btr.	3,500*
1 1/2" No. 1 Common	10,000*
SAP GUM	
5 1/2" FAS	128,000*
6 1/2" No. 1 Common	51,500*
6 1/2" No. 1 Common	7,200*
8 1/2" No. 1 Common	9,500*
6 1/2" No. 2 Common	14,000*
8 1/2" No. 2 Common	8,000*
PLAIN RED OAK	
5 1/2" FAS	64,000*
6 1/2" No. 1 Common	10,000*
1 1/2" No. 1 Common	60,000*
5 1/2" No. 1 Common	68,000*
6 1/2" No. 1 Common	115,000*
8 1/2" No. 1 Common	62,000*
1 1/2" Sound Wormy	95,000*
5 1/2" Sound Wormy	18,000*

Welsh Lumber Company

MILL AT
BYNG, MISS.F. W. DUGAN
J. R. COLLINSDUGAN LUMBER
COMPANY

Manufacturers and Shippers
Domestic and Export
Hardwood Lumber

QUALITY
GOLDEN RULE
SERVICE
Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

1 1/2" 1. & 2. 1. & 2. 1. & 2.	1 car
5 1/2" 1. & 2. 1. & 2. 1. & 2.	1 car
1 1/2" 1. & 2. regular	1 car
5 1/2" 1. & 2. regular	1 car
4 1/2" No. 1 Com. & Btr.	3 cars
5 1/2" No. 1 Com. & Btr.	2 cars
6 1/2" No. 1 Com. & Btr.	3 cars
8 1/2" No. 1 Com. & Btr.	3 cars
10 1/2" No. 1 Com. & Btr.	3 cars
12 1/2" No. 1 Com. & Btr.	3 cars
14 1/2" No. 1 Com. & Btr.	3 cars
16 1/2" No. 1 Com. & Btr.	3 cars
18 1/2" No. 1 Com. & Btr.	3 cars
20 1/2" No. 1 Com. & Btr.	3 cars
22 1/2" No. 1 Com. & Btr.	3 cars
24 1/2" No. 1 Com. & Btr.	3 cars
26 1/2" No. 1 Com. & Btr.	3 cars
28 1/2" No. 1 Com. & Btr.	3 cars
30 1/2" No. 1 Com. & Btr.	3 cars
32 1/2" No. 1 Com. & Btr.	3 cars
34 1/2" No. 1 Com. & Btr.	3 cars
36 1/2" No. 1 Com. & Btr.	3 cars
38 1/2" No. 1 Com. & Btr.	3 cars
40 1/2" No. 1 Com. & Btr.	3 cars
42 1/2" No. 1 Com. & Btr.	3 cars
44 1/2" No. 1 Com. & Btr.	3 cars
46 1/2" No. 1 Com. & Btr.	3 cars
48 1/2" No. 1 Com. & Btr.	3 cars
50 1/2" No. 1 Com. & Btr.	3 cars
52 1/2" No. 1 Com. & Btr.	3 cars
54 1/2" No. 1 Com. & Btr.	3 cars
56 1/2" No. 1 Com. & Btr.	3 cars
58 1/2" No. 1 Com. & Btr.	3 cars
60 1/2" No. 1 Com. & Btr.	3 cars
62 1/2" No. 1 Com. & Btr.	3 cars
64 1/2" No. 1 Com. & Btr.	3 cars
66 1/2" No. 1 Com. & Btr.	3 cars
68 1/2" No. 1 Com. & Btr.	3 cars
70 1/2" No. 1 Com. & Btr.	3 cars
72 1/2" No. 1 Com. & Btr.	3 cars
74 1/2" No. 1 Com. & Btr.	3 cars
76 1/2" No. 1 Com. & Btr.	3 cars
78 1/2" No. 1 Com. & Btr.	3 cars
80 1/2" No. 1 Com. & Btr.	3 cars
82 1/2" No. 1 Com. & Btr.	3 cars
84 1/2" No. 1 Com. & Btr.	3 cars
86 1/2" No. 1 Com. & Btr.	3 cars
88 1/2" No. 1 Com. & Btr.	3 cars
90 1/2" No. 1 Com. & Btr.	3 cars
92 1/2" No. 1 Com. & Btr.	3 cars
94 1/2" No. 1 Com. & Btr.	3 cars
96 1/2" No. 1 Com. & Btr.	3 cars
98 1/2" No. 1 Com. & Btr.	3 cars
100 1/2" No. 1 Com. & Btr.	3 cars

White Ash Our Specialty

John M. Woods Lumber Co.

We Specialize in Mixed Car Oak
Regular Widths and Lengths

QUARTERED RED GUM	
1 1/2" FAS	11,000*
5 1/2" FAS	16,000*
8 1/2" FAS	17,500*
10 1/2" No. 1 Common	26,000*
5 1/2" No. 1 Common	12,000*
8 1/2" No. 1 Common	29,500*
PLAIN RED GUM	
1 1/2" FAS	10,000*
5 1/2" FAS	13,000*
8 1/2" FAS	18,000*
10 1/2" No. 1 Common	14,000*
QUARTERED SAP GUM	
5 1/2" FAS	18,000*
8 1/2" FAS	32,000*
WHITE AND RED OAK	
7" SW - Thick, 9-20"	700,000*

Ferguson & Palmer Company

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCKMy Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL
Standard sizes on hand for prompt shipment. Special items
cut to order.

438 RANDOLPH BUILDING

ASH	
1/4-16 1/2" Log Run	650,000*
CYPRESS	
1/4-8 1/2" No. 1 C&B	250,000*
COTTONWOOD	
1/4" Wide Boxboards	15,000*
4 1/2" Narrow Boxboards	15,000*
1 1/2" FAS	100,000*
1 1/2" No. 1 Common	100,000*
1 1/2" No. 2 Common	2,000*
1 1/2" No. 1 Common	50,000*
5 1/2" FAS	65,000*
5 1/2" No. 1 Common	37,000*
5 1/2" No. 2 Common	20,000*
ELM	
4 1/2" No. 2 Common	16,000*
5 1/2" No. 2 Common	14,000*
6 1/2" No. 2 Common	24,000*
6 1/2" Com. & Btr.	35,000*
10 1/2" Com. & Btr.	30,000*
12 1/2" Com. & Btr.	100,000*
TUPALO	
4 1/2" Log Run	100,000*
SAP GUM	1,250,000*
5/8-8 1/2" Log Run	1,250,000*
PLAIN RED GUM	
1/4-8 1/2" Com. & Btr.	500,000*
QUARTERED RED GUM	
1/4-8 1/2" Com. & Btr.	150,000*
LOCUST	
1/4" Log Run	10,000*
SOFT MAPLE	
(Spot Worms No Defect)	
4 1/2-13 1/2" Log Run	1,000,000*
QUARTERED RED OAK	
4 1/2" No. 1 Common	10,000*
PLAIN RED OAK	
4 1/2-8 1/2" Log Run	2,000,000*
PLAIN WHITE OAK	
1/4-5 1/2-8 1/2" Log Run	100,000*
QUARTERED WHITE OAK	
4 1/2" No. 1 Common	120,000*
4 1/2" No. 2 Common	60,000*
5 1/2" FAS	15,000*
5 1/2" No. 1 Common	15,000*
SYCAMORE	
4 1/2" Log Run	21,000*
PERSIMMON	
8 1/2" Log Run	7,600*

Grismore-Hyman Co.

HARDWOODS

HARDWOODS

MEMPHIS

ASH
5 1/4" Nos. 1 & 2 Common 29,000"
10 1/4" Log Run 30,000"

CYPRESS
1 1/4" Nos. 1 & 2 Common 30,000"

ELM
1 1/4" Nos. 1 & 2 Common 17,000"
5 1/4" Nos. 1 & 2 Common 14,000"
8 1/4" Log Run 12,000"
10 1/4" Log Run 10,000"

QUARTERED RED GUM
1 1/4" No. 1 Com. & Btr. 12,000"

PLAIN RED GUM
1 1/4" No. 1 Com. 30,000"

QTD. RED GUM SND
8 1/4" No. 1 Com. & Btr. 17,000"

PLAIN RED OAK
1 1/4" No. 1 Common 150,000"
5 1/4" No. 1 Common 30,000"
1 1/4" No. 2 Common 150,000"

QUARTERED RED OAK
1 1/4" No. 1 Common 25,000"

OAK
1 1/4" Sound Wormy 50,000"

POPLAR
1 1/4" No. 1 Com. 200,000"
1 1/4" No. 2 B. & 3 Com. 175,000"

SYCAMORE
1 1/4" Log Run 15,000"

TEPELO
1 1/4" Log Run 20,000"

SAP GUM
4 1/4" 1s & 2s 5 cars
5 1/4" 1s & 2s 2 cars
6 1/4" 1s & 2s 5 cars

Box Bds. 9-12" 1 car
Box Bds. 13-17" 7 cars
4 1/4" No. 1 Common 10 cars
5 1/4" No. 1 Common 2 cars
6 1/4" No. 1 Common 10 cars

RED GUM
4 1/4" 1s & 2s 3 cars
5 1/4" 1s & 2s 2 cars
6 1/4" 1s & 2s 2 cars

4 1/4" No. 1 Common 10 cars
5 1/4" No. 1 Common 3 cars
6 1/4" No. 1 Common 5 cars

QUARTERED SAP GUM
4 1/4" Com. & Btr. 5 cars
5 1/4" Com. & Btr. 3 cars
6 1/4" Com. & Btr. 8 cars

4 1/4" Com. & Btr. 5 cars

QUARTERED RED GUM
4 1/4" Com. & Btr. 3 cars
5 1/4" Com. & Btr. 2 cars
6 1/4" Com. & Btr. 3 cars
8 1/4" Com. & Btr. 7 cars

PLAIN RED OAK
4 1/4" 1s & 2s 3 cars
5 1/4" 1s & 2s 2 cars
6 1/4" No. 1 Common 10 cars
5 1/4" No. 1 Common 5 cars
6 1/4" Com. & Btr. 2 cars

ELM
4 1/4" Log Run 2 cars
6 1/4" Log Run 8 cars
8 1/4" Log Run 7 cars
10 1/4" Log Run 4 cars

POPLAR
4 1/4" Sap & Btr. 2 cars
4 1/4" No. 1 Common 5 cars
4 1/4" No. 2 Common 4 cars

Brown-Everts Lumber Co.

Dacus-Richards Hardwood Co.

ASH
10 1/4" Com. & Btr. 10,000"
12 1/4" Com. & Btr. 100,000"
10 1/4" Com. & Btr. 100,000"

8 1/4" Com. & Btr. 100,000"
6 1/4" No. 1 & No. 2 Com. 28,000"
5 1/4" No. 2 Common 1,000"
1 1/4" No. 1 & No. 2 Com. 60,000"
5 1/4" No. 2 Com. & Btr. 40,000"

CYPRESS
6 1/4" Com. & Btr. 70,000"
5 1/4" S. & B. 18,000"
5 1/4" FAS 5,000"
4 1/4" Shop & Btr. 14,000"

TEPELO
1 1/4" Box Boards 47,000"
1 1/4" FAS 60,000"
1 1/4" No. 1 Common 25,000"

RED GUM
1 1/4" Com. & Btr. 37,000"
5 1/4" Com. & Btr. 28,000"
6 1/4" Com. & Btr. 25,000"
8 1/4" Com. & Btr. 16,000"
10 1/4" Com. & Btr. 25,000"
12 1/4" Com. & Btr. 20,000"

SAP GUM
1 1/4" Panel 60,000"
1 1/4" Box Boards 100,000"
1 1/4" FAS 70,000"
1 1/4" No. 1 & No. 2 Com. 180,000"
5 1/4" Com. & Btr. 50,000"
6 1/4" Com. & Btr. 61,000"
8 1/4" No. 1 Common 18,000"

QUARTERED WHITE OAK
1 1/2" FAS 10,000"
3 1/4" FAS 10,000"
1 1/4" FAS 2,000"
8 1/4" FAS 10,000"

3 1/2" No. 1 Common 13,000"
1 1/2" No. 1 Common 17,000"
1 1/2" No. 1 Common 10,000"
1 1/2" No. 1 Common 10,000"
5 1/4" No. 1 Common 25,000"
6 1/4" No. 1 Common 15,000"
8 1/4" No. 1 Common 20,000"

1 1/2" No. 1 Common 20,000"
1 1/2" No. 1 Common 20,000"
1 1/2" No. 1 Common 20,000"

QUARTERED RED OAK
1 1/4" FAS 40,000"
4 1/4" No. 1 Common 17,000"

PLAIN WHITE OAK
4 1/4" No. 1 Common 111,000"

PLAIN RED OAK
4 1/4" FAS 10,000"
4 1/4" FAS 10,000"
5 1/4" FAS 10,000"
6 1/4" FAS 10,000"
8 1/4" No. 1 Common 10,000"
4 1/4" No. 1 Common 35,000"

QUARTERED RED GUM
4 1/4" No. 1 Common 161,000"

QTD. RED GUM SND
6 1/4" FAS 18,000"
8 1/4" FAS 35,000"

Memphis Band Mill Co.

Stimson Veneer & Lbr. Co.
INCORPORATED

WANTED

To purchase a block of Southern Hardwoods, principally Red and Sap Gum, band sawn stock preferred. Must be located on railroad, well manufactured, good widths and lengths. Advise what you have to offer, giving full description and your idea of prices. Will consider contracting for stock to be put on sticks at once, giving financial assistance to responsible parties.

Address Box 779, care Hardwood Record.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

QUARTERED WHITE OAK
4 1/4" 1s & 2s 1 car
4 1/4" No. 1 & No. 2 Com. 5 cars
6 1/4" No. 1 & Btr. 1 car

PLAIN WHITE OAK
4 1/4" 1s & 2s 1 car
4 1/4" No. 1 & No. 2 Com. 2 cars
6 1/4" No. 1 Com. & Btr. 1 car

PLAIN RED OAK
3 1/4" No. 1 & No. 2 Com. 5 cars
4 1/4" 1s & 2s 1 car
1 1/4" No. 1 & No. 2 Com. 5 cars
5 1/4" No. 1 Com. & Btr. 5 cars

MIXED OAK
3 1/4" Sound Wormy 1 car
4 1/4" Sound Wormy 3 cars

PLAIN SAP GUM
5 1/4" 1s & 2s 10,000"
5 1/4" No. 1 & No. 2 Com. 6 cars
3 1/4" 1s & 2s 1 car
3 1/4" No. 1 & No. 2 Com. 5 cars
4 1/4" Box Bds. 9-12" 1 car
4 1/4" Box Bds. 13-17" 1 car

4 1/4" No. 2 Com. & Btr. 5 cars
5 1/4" 1s & 2s 1 car
6 1/4" No. 2 Com. & Btr. 5 cars

QTD. RED GUM, S. N. D.
4 1/4" No. 1 Com. & Btr. 5 cars
5 1/4" No. 1 Com. & Btr. 4 cars
6 1/4" No. 1 Com. & Btr. 3 cars
8 1/4" No. 1 Common 5 cars

PLAIN RED GUM
1 1/4" No. 1 Common 1 car
6 1/4" No. 1 Common 1 car

QUARTERED RED GUM
5 1/4" No. 1 Com. & Btr. 2 cars
6 1/4" No. 1 Com. & Btr. 1 car
8 1/4" No. 1 Common 4 cars

QUARTERED BLACK GUM
8 1/4" No. 1 Com. & Btr. 5 cars

ASH
5 1/4" No. 1 Com. & Btr. 3 cars
8 1/4" No. 1 Com. & Btr. 2 cars
12 1/4-16 1/4" No. 1 C. & B. 1 car

CYPRESS
8 1/4" No. 1 & No. 2 Com. 100,000"

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD
4 1/4" Com. & Btr. 6 mo. 1 car

8 1/4" No. 1 Com., 6 mo. 1 car
6 1/4" Com. & Btr., 4 mo. 1 car

RED GUM
5 1/4" Com. & Btr., 6 mo. 1 car
4 1/4" 1s & 2s, 6 mo. 1 car
4 1/4" No. 1 Com., 6 mo. 5 cars

SOFT MAPLE
6 1/4" Log Run, 6 mo. 1 car

SAP GUM
5 1/4" 1s & 2s, 4 mo. 4 cars
5 1/4" No. 1 Com., 4 mo. 2 cars
4 1/4" 1s & 2s, 4 mo. 1 car
4 1/4" No. 1 Com., 4 mo. 2 cars

RED OAK
4 1/4" 1s & 2s, 6 mo. 4 cars
4 1/4" No. 1 Com., 6 mo. 5 cars
3 1/4" Com. & Btr., 4 mo. 1 car

QTD. RED GUM
8 1/4" 1s & 2s, 6 mo. 1 car

WHITE OAK
4 1/4" 1s & 2s, 6 mo. 2 cars
4 1/4" No. 1 Com., 6 mo. 5 cars

QTD. WHITE OAK
4 1/4" Com. & Btr., 6 mo. 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

ASH
10/4" No. 1 C & B, 6 mo. 12,000'

COTTONWOOD
4/4" B.R. 11 1/2" 6 mo. 60,000'
4/4" B.R. 9 1/2" 6 mo. 75,000'
4/4" FAS 11 1/2" 6 mo. 45,000'
4/4" FAS 6 1/2" 6 mo. 150,000'
4/4" No. 1 Com. 4 n.s. 200,000'
4/4" No. 2 Com. 1 mo. 75,000'

CYPRESS
4/4" No. 1 Com. 6 mo. 50,000'
4/4" No. 2 Com. 6 mo. 30,000'

ELM SOFT
5/4" L. R. 6 mo. 30,000'
6/4" L. R. 6 mo. 15,000'
8/4" L. R. 6 mo. 45,000'
10/4" L. R. 6 mo. 75,000'
14/4" L. R. 6 mo. 28,000'

QUARTERED RED GUM
5/4" No. 1 C & B, 6 mo. 28,000'
8/4" No. 1 C & B, 6 mo. 13,000'

PLAIN RED GUM
5/4" No. 1 C & B, 6 mo. 45,000'
6/4" No. 1 C & B, 6 mo. 45,000'
4/4" No. 1 Com. 6 mo. 75,000'

QUARTERED RED GUM, S.N.D.
4/4" C. & B. 4 mo. 50,000'
5/4" C. & B. 4 mo. 75,000'
8/4" C. & B. 6 mo. 100,000'

PLAIN SAP GUM
4/4" No. 1 Com. 6 mo. 75,000'
5/4" No. 1 Com. 6 mo. 100,000'
5/4" FAS 6 mo. 30,000'
6/4" C. & B. 6 mo. 30,000'

SOFT MAPLE
6/1" L. R. 6 mo. 35,000'
8/4" L. R. 6 mo. 45,000'
10/4" L. R. 6 mo. 30,000'

QUARTERED WHITE OAK
4/4" No. 1 & 2 C. 6 mo. 15,000'

PLAIN RED OAK
4/4" No. 1 Com. 6 mo. 100,000'
5/4" No. 1 Com. 6 mo. 200,000'
5/4" No. 1 Com. 6 mo. 75,000'
PLAIN WHITE OAK
6/4" No. 1 Com. 6 mo. 15,000'

QUARTERED WHITE OAK

5/4" FAS 30,000'
4/4" No. 1 Common 100,000'
5/4" No. 1 Common 100,000'
6/4" No. 1 Common 250,000'
8/4" No. 1 Common 70,000'
11 1/2"-12" C & B Strips 60,000'
11 1/2"-12" C & B Strips 5,000'
11 1/2"-12" C & B Strips 3,000'

OAK

4/4" Sound Wormy 150,000'
5/4" Sound Wormy 60,000'

QUARTERED RED GUM

8/4" No. 1 Common 50,000'

PLAIN RED GUM

4/1" No. 2 Common 60,000'

QTD. RED GUM, S.N.D.

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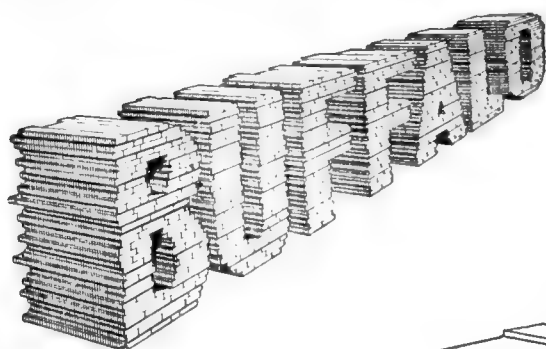
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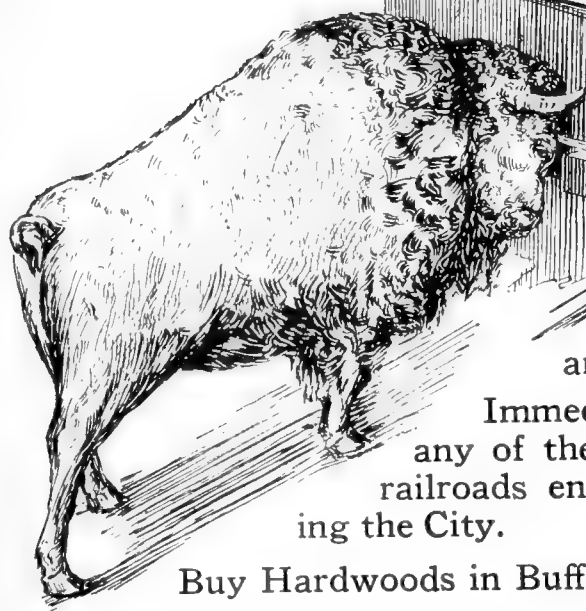
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Review and Outlook

General Market Conditions

SUCH CHANGE AS HAS DEVELOPED in the last few weeks has not created encouragement, but with due consideration of the facts, it becomes apparent that the still further shrinkage of orders is by no means an inexplicable development. While it might be argued that as nothing is functioning normally, the explanation of the mid-summer dullness will not hold this season, the fact remains that this influence is distinctly at work and quite naturally so. During the past two or three weeks trade has been marked by a distinct slowing up after a noticeable improvement immediately preceding. There could be nothing more natural, though, than that this should happen, as the furniture industry is calculated to normally absorb 30 or 40 per cent of the hardwood lumber, and at no time has the immediate future of the industry been more uncertain than immediately preceding the current furniture market. The experiences which the furniture manufacturers encountered at the last two preceding shows naturally aggravated an apprehensive and undetermined state of mind. Fortunately the manufacturers at large did not discount the necessity for getting down to serious business at the July shows this year. Thus every possible effort was concentrated on first reducing operating costs to the absolute minimum, then accurately determining those costs and basing prices on such figures, allowing but a fair margin of profit.

The exhibitors this year have come to the markets with rock-bottom quotations from which they apparently are not receding one penny, and as these figures and this attitude give to the retailer assurance of future stability, particularly as prices are guaranteed for from three to six months, his state of mind is in turn rendered more receptive. The full accounts of the markets contained elsewhere in this issue paint an actual picture of what has transpired practically up to the date of publication. It is an evident fact that were the retailers entirely lacking in interest, were their own business hopeless, they would spend neither the time nor money to journey to the markets in the great numbers which have characterized the influx both at Grand Rapids and Chicago.

The sincerity of the manufacturer's position and intentions has been demonstrated to the satisfaction of the buyers, who while they are by no means overwhelming the producers with orders, are placing a very fair volume of business. In some cases this

business has assumed old time proportions, although in the average case the volume so far placed is nominal. It is significant, however, that even though there were never before so many uncertain equations to be figured by the retailer, he has placed as much business for the first three days of the show this year as during the first week a year ago. Then, too, for the same reasons buyers were in the main intent at first on analyzing offerings and conditions, planning to place their business later when they had fully determined future probabilities and the genuineness of quotations. A very fair volume of sales was developed in spite of the interruption of two important events—the holiday and the “big doings” at Jersey City. It is confidently expected that the last half of the show will evidence a substantial improvement even over the favorable beginning, and that the results presage a much more favorable volume of furniture business than has materialized for some time.

Lumber sales to the furniture trade have been distinctly slow, and it may be readily appreciated why the furniture buyer has been entirely unwilling to take on the lumber stocks until the aggravating uncertainties at the show period shall have been eliminated. The hardwood trade selling to the furniture trade can take heart from the common scarcity of stocks in buyers' hands, and the necessity which will certainly develop with the new business placed at the markets. That habit of buying which has been developing during the past few years, which is described to the trade as “hand-to-mouth” trading, has been spoken of much of late as possibly denoting the permanent future policies of the wood-using industries. This opinion may or may not be true, though HARDWOOD RECORD doubts whether the continuance of such policy under normal turn-over of business among consuming industries would be feasible. In the first place, the production and curing of lumber from the tree to the “shipping dry” boards is too involved and lengthy a process to make possible a close figuring of supplies when business is moving briskly. Then, too, the development of kiln drying facilities at mill points has only begun in the hardwood trade, which fact obviates any possibility of speeding up the preparatory processes. Under ordinary air-drying requirements the lumber manufacturer must have a certain length of time in which to air-dry his stock, and insistence by the buyers of the permanent adherence to the hand-to-mouth policy would be an exceedingly demoralizing influence among the mills, as their efficiency is dependent upon continuance of smooth-run-

ning production on standard items. They quite naturally will not be encouraged to a normal volume of output if the buyers insist upon the continuance of a close-buying policy.

As stabilized and minimum prices and an insured, evenly balanced supply of hardwood lumber are essential to the well being of the wood using industries, any policy which will militate against those requirements is naturally to the disadvantage of the buyers. But regardless of such considerations the relative position of supply and demand will govern in this as any other considerations. The man who has booked a substantial volume of business requiring hardwood lumber in its production is not going to insist upon frequent purchases of small parcels if he at all suspects that there may be difficulty in getting a sufficient volume of his raw material.

In the meantime, though, this policy will likely prevail, as the bulk of the furniture orders are placed on the same basis, and until the volume of road business is determined, when the furniture salesmen go out following the markets, the manufacturer will not be much more certain of his future than he is at present. Today, though, he is content to view with satisfaction the development of the future markets, believing that they indicate the gradual but none the less certain return of normal times.

HARDWOOD RECORD believes that no other one influence will so strongly affect business in general as a settlement of the Government's account with the railroads, described more fully elsewhere in this editorial section.

Hope Seen In Rail Settlements

THE DAILY PRESS OF JULY 8 contained an interesting item which for some reason was hidden away in an obscure position when its potential importance entitled it to the utmost prominence. Many remedies have been suggested for present business ills, but it is doubtful if, with one exception, any other one thing would contribute more towards revival. When it is realized that the railroads of the country normally purchase 35 per cent of the product of private industry, it is immediately apparent that the revival of the railroads would be a sufficiently large factor to spread its helpful influence over the entire industrial fabric.

Various stories have been going around of late to the effect that strenuous efforts are being made to bring about final settlement between the Government and the railroads. In the item referred to, Secretary of the Treasury Mellon is quoted as being hopeful that these negotiations will come to a head within the next few days. Secretary Mellon intimated further that arrangements will probably be made for funding a portion of the amount owed to the Government by the railroads, in exchange for which it will be necessary for the Government to pay to the railroads approximately \$500,000,000.

This payment will be spread over a period of possibly six months and, as Secretary Mellon, Secretary of Commerce Hoover and other members of the cabinet are desirous of expediting the settlement, there is great hope that emergency action may be taken without

waiting for the burdensome processes ordinarily necessary. In commenting on his endeavor to have this work accomplished, Secretary Hoover declared that the tremendous importance of prosperity of the railroads is manifest in that the railroads are employers of fully 20 per cent of the country's labor.

Hardwood lumbermen will be interested in knowing that one of the men whose influence and force have been extremely effective in bringing about these negotiations is within their own field of activity. W. M. Ritter, president of the W. M. Ritter Lumber Company, Columbus, O., has spent most of the past two months in Washington assisting in bringing the matter to a head and has developed a forceful compilation of data clearly indicating that the need for emergency action in this case is just as strong as was the need for the severance of red tape during the war crisis. Mr. Ritter recently issued a memorandum bearing on the absolute necessity for settlement of the Government railroad relations. This work should have the support of every business man in the country, as there unfortunately is no one thing or combination of several things which could possibly have even approximately the beneficial influence which would surely result from this adjustment. In his memorandum Mr. Ritter emphasizes the depressed condition of business in general, referring to the shrinking tonnage of the railroads, the very low ebb of production and employment and the imminence of chaos.

Then referring specifically to the railroads, Mr. Ritter instances many specific items which give a clear picture of the deplorable condition in which the railroads find themselves. Among other things he calls attention to are the fact that one system has had between \$60,000,000 and \$75,000,000 of audited vouchers which it is unable to pay, and that for the entire country such debts would probably run to several hundred million dollars, the amount the Government is obligated to pay as the return for the guarantee period is unpaid. This debt the Government admittedly owes, and it represents sums the railroads need desperately. The railroads in turn need to buy and want to buy and will buy if they are supplied with the funds. The railroads, according to Mr. Ritter, are the natural and logical buyers to start business, as they normally are the heaviest purchasers of any one group. Therefore, an immediate and liberal settlement and liquidation of the Government's obligations should be effected.

Assurance has already been given by the railroad executives that these funds will be used for the proper purpose. In addition Mr. Ritter suggests the arrangement of satisfactory credit terms to finance railroad purchases beyond the amount of settlement.

That the immediate payment of \$500,000,000 admittedly due the railroads will have a far-reaching influence is shown in the fact that careful calculations indicate it would result in immediately clearing transactions aggregating over \$5,000,000,000. Through this action more production will be required, hence more labor employed and idleness reduced. Further, as volume of production mounts, cost per unit will be reduced and prosperity gradually returned.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Interests of Hardwood Producer and Consumer

By E. E. Parsonage*

I sincerely hope I will not leave the impression with this Convention that I am an "Extremist." I once heard of two men, one an extreme Optimist who could see a light where there wasn't one, and his friend, a Pessimist, was the fellow who blew out that light.

Let us first face the fact that of the 822,000,000 acres of virgin forest in this country only approximately 135,000,000 remain for our use and the use of posterity. The timber remaining is fast being consumed at a rate of 25 per cent each year in excess of the growth.

As a rough estimate there are essentially 2215 billion board feet of merchantable standing timber, less than three-fourths of which is virgin stumpage. Essentially one-half of the timber left in this country is in the three Pacific Coast states. A very pertinent estimate made by the Forestry Department is that practically only one-fifth of the timber left in the country is hardwood—only about 460 billion board feet.

The most comprehensive national and state legislation that will insure a program for reforestation in this country, therefore comes in the nature of a deathbed repentance.

Only yesterday we laughed at the prediction that the White Pine of the North would soon be gone. Over night it departed. Where is our Basswood, Cottonwood and Yellow Poplar?

Tomorrow, gentlemen, Hard Maple and Hickory will be gone.

The much despised Gum has come into general use. Why? Only from necessity and as a substitute.

What will you substitute for Gum when that wood is cut out? There is none. We are nearing the end of our resources.

I am vitally interested in a national and state reforestation program that will reforest our waste lands. But my plea today is in Conservation, and utilizing to the limit our present lumber supply.

This calls for exhaustive study of the needs of the wood using industries, a standardizing of the dimensions they use, and finally a tabulation of the composite requirements to the end that the sawyer will be able to get the last foot of merchantable material out of each log.

Conservation should be the shibboleth in every hardwood mill in this country.

The manufacturer using wood stock has such a limited knowledge of forest problems that it is little wonder waste in manufacture exists as it does today, and it is high time the hardwood lumber industries and the wood using industries awaken to the seriousness of the situation.

Dimension Stock

The two words "Dimension Stock" do not find favor with many hardwood operators. However, I believe it is the answer to logical conservation plans, and possibly, gentlemen, the answer in connection with the profits in the future.

Heretofore very few hard pine mills have ever cut for grade. Conditions have now changed, and a pine mill superintendent or sawyer who can cut pine to grade is able to largely set his own salary.

Coming back to our hardwood problems, it can be rather tritely stated that the curse of the hardwood saw mill is low grade material. Again, how are you to make a profit on No. 2, No. 3 and cull logs? In the interests of conservation alone these logs should not be left in the woods. The answer, to my mind, is "Dimension Stock."

I know a typical case of grief that will illustrate how to lose money and your religion at the same time in connection with dimension stock.

A large hardwood operator took an order for six cars of small

squares from a handle manufacturer. One of the best posted handle men in the country saw this material at destination and told me there was not a square in the six cars. There were all sorts of shapes, oblongs and "boblongs," as he put it, etc. The net result was that the handle manufacturer was sick, and the saw mill owner was also ill, except with a different disease.

Education at both ends of the line and close personal contact will make such a situation impossible.

Why not send your salesman or yard or mill inspector on an educational trip—order them to spend more time in the factory of a prospective customer—to learn his real needs, and to spend less time possibly on the purchasing agent.

An order for a car of hardwood lumber that saves a factory money in working it into their product will result in more business than twelve cars picked up haphazard.

I will venture the opinion that you need more constructive sales effort and less of the moth-eaten methods whereby the purchasing agent does both the selling and the buying, by habitually telling the salesman what he will give him for 10,000 feet of this or that lumber that you have listed with your salesman.

Get Nearer the Customer

The saw mill operator must get closer to the factory man which produces furniture, wagons or ax handles. The needs of your customers should be learned by intimate contact. You haven't enough regular customers. Why?

Suppose you have a customer who buys from you an occasional car of 1st and 2nd Oak, 4/4" or 8/4", 6" to 12" in width—has your salesman ever gone into that man's factory to learn that they could use a lot of short lengths and even 3" widths, or has your salesman shown that factory superintendent that he can save him money by cutting up some No. 2 Common of which you have a yard full?

Suppose your salesman tells this superintendent you will rip this 8/4" No. 2 Common and ship only the pieces that will saw into multiples of the common dimensions used by this particular factory. Has your salesman shown him the big saving in freight on waste?

How many of you have such a salesman?

Our sales organizations must wake up to the fact that they cannot any longer accept the pick of orders offered to them. Real constructive salesmanship based upon service to the customer and profit to the saw mill must be of first importance.

Problem of the Lower Grades

YOUR PROBLEM is how to cut No. 2, No. 3 and small logs at a profit. Let us for a minute forget present abnormal conditions.

A flitch cut from a No. 3 log properly handled should bring a profit in dimension stock. A bolter, or a small Dixie, will handle to advantage bolts from tops or small trees that have heretofore been left in the woods or cut unprofitably.

The hardwood industry is facing the absolute necessity of conserving every foot of usable stock it is possible to get out of the tree.

Now, as to the consumer of forest products, or rather the fabricator, the preliminary work necessary to bring about profitable hardwood saw mill operations must take into consideration closer connection between the saw mill and the wood user.

The wood using industries must educate their people through their associations and reach the individual wood using factory—educate them in the use of dimension stock.

The cost of transportation is an ever increasing burden to the manufacturer of wood stock, and those manufacturers must be educated to use and pay the price for clear stock cut out of low grade material. The facts can be shown by practical demonstration.

As an illustration, a furniture manufacturer is now buying dresser

* President Association of Wood Using Industries, Moline, Ill. Address was delivered before twenty-fourth annual meeting National Hardwood Lumber Association, Philadelphia, Pa., June 9, 1921.

and table legs to size. It would also pay him to buy common sizes of dresser or desk drawer fronts. He can be shown that it will save him money to buy these dimensions, rather than buy 1st and 2nds plank.

Few fabricators of wood stock, using 1st and 2nds Oak plank, today will believe the statement that from the green plank or shipping dry plank piled in their yard up to the time this lumber is fabricated into furniture, wagons or any other commodity, the loss will average 40 per cent. This figure is based upon the use of extremely small dimension sizes. You can easily figure what the comparative loss is on No. 1 and No. 2 Common Oak. This figure will not seem extravagant to any hardwood mill man who knows what his fall down amounts to when it comes to shipping a car of 1st and 2nds Oak, and who has stood by the piles while the inspectors were loading the car and noted the percentage of pieces that had to be put back into No. 1 Common.

Another illustration. I received a letter just a few days ago coming from a prominent hardwood lumberman who stated:

"Regarding your inquiry in connection with order No. 2026 for chair stock, we consider this a very fine order. This came out of No. 2 and 3 stock thrown out of a shipment of No. 1 Common. You will note the sizes are 1x2 1/4—16" and 1x3 and wider—16 3/4" long. This enabled us to cut out the defect and brought us something like \$55 per thousand feet here, whereas, we have a world of No. 3 stock that we have been offering at \$10 per thousand with no bidders. The actual expense and our overheads, ripping up and loading this stock, would be something around \$15 per thousand."

I have with me copies of orders for twenty carloads of small dimension stock taken by one mill in the months of January, February and March, which indicate a practical illustration of the working out, in a profitable way, of by-product and low grade hardwood into dimension stock:

2 cars—2 x2 x24" Clear Oak Squares.

6 cars 1 1/4 x1 1/4 x20" Hickory Squares.

3 cars—2 x2 x19" and 20" Clear Gum Squares, \$55 per M'.

1 car—Square Spoke Billets, Clear Oak.

1 car—1 1/4 x4 1/4 x8', 9' and 10' Car Oak.

1 car—1 3/8 x1 5/8 x36" Clear Oak Squares, \$75 per M'.

1 car—1 1/2 x3 1/4 x3' 8" Bottom Cleats (Elm, Oak, Ash or Hickory).

1 car—2 x2 x19" Clear Oak Squares.

1 car—1 1/2 x1 1/2 x34 3/4" Clear Hickory Mower Pitmans, \$115 per M'.

1 car—1 1/4 x1 3/8 x24" and up Hickory Spoke Billets, none shorter than 24".

1 car—1 x2 1/4 x14" Oak Seat Rails, rough sawed.

1 car—1 1/4" sq. x 6 1/2" long, 1 3/8" sq. x 6 1/2" long, 1 1/2" sq. x 6 1/2" long, Hickory Tool Handles, \$100 per M'.

Standardization

In this connection will say that the Association of Wood Using Industries, comprising some twenty-five different associations, is attempting to standardize the dimension requirements in individual industries coming to common sizes and multiples thereof. This effort should have the hearty support of your association.

A logical standardization of sizes used in any particular industry will enable the mill man to cut not only to secure the maximum footage out of every log, but he will be able to saw dimension stock from low grade lumber, slabs, etc., not on special order, but with the knowledge that the sizes piled in the yard would be just as salable as 4/4 or 8/4 Oak Plank.

After several conferences with the United States Forestry Department and officials of the Forest Products Laboratory at Madison, Wis., Colonel Greeley has consented and Mr. Winslow, the director at Madison, has instituted a new department named "The Dimension Stock Bureau." They will proceed to organize as funds are available a corps of men to be trained as experts in the sawing and use of dimension stock, aiding simultaneously in the education of both the saw mill and the wood using industry.

I bespeak for this movement your hearty support and co-operation.

* NOTE: Cut 7" net length, 1 1/4 x1 1/2 will not do—must be square 1 1/4, 1 3/8 and 1 1/2".

You will notice I only price four of the items, in order to give you an idea of the f. o. b. mill price.

Taxes Interest Michigan Operators

Owners of timber lands in Michigan are watching with greatest interest the attitude of the legislature toward the recommendations of the state tax commission with reference to taxation of timber lands. As a result of the present ad valorem system of taxation the white pine lands have been turned into barens and nobody but the state is interested in reforesting them. No private individual will undertake the long term investment with the constantly increasing tax. The result is that as soon as the timber has been cut off the owner has allowed the land to revert to the state for taxes.

Now, the same thing is threatening the hardwood lands. That now being about the most important lumbering operation there is left in Michigan, the wood is being cut off rapidly and the land then abandoned. There is this exception, however, in favor of the white that of the pine lands is nothing but light sand. But the same principle applies and the owner of the hardwood land is not interested in growing a second crop of trees. He may be able to hardwood lands. The soil of the hardwood lands is usually good, dispose of his land for farm purposes, but his interest is to dispose of it the quickest way.

For a long time the state has been totally blind to the evils brought about by the ad valorem system of taxation upon timber lands. Now, however, the state tax commission has awakened to this evil and is proposing some sort of remedial legislation for the owner of timber lands and particularly for the man who owns land upon which he has growing timber not yet mature. Whether the proposed remedial legislation will be held satisfactory to the tim-

ber land owner is the next question, but here it is as set forth by the state tax commission:

Determine separately bare land value and merchantable timber value; such bare land value to be the same as the assessed value of wild, unimproved, bare land of similar quality in the same locality; mature timber value to be the stumpage value of merchantable forest products upon the land; immature forest growth not to be considered in determining either land value or mature timber value.

An annual tax at a fixed rate upon the land value thus determined.

An annual tax at a fixed rate upon the timber value thus determined.

A percentage tax upon yield payable whenever any portion of the timber crop is harvested.

Land value is not to be changed except after regular intervals and then only for the purpose of harmonizing such land value with the assessed value of bare lands in the same locality. Timber value not to be increased at any time, but to be decreased whenever any yield tax is paid, such decrease to be the same as the stumpage valuation at the time of harvesting of the products paying a yield tax.

In favor of the percentage yield tax the state tax commission presents the following argument in brief:

A percentage yield tax would avoid overtaxation and would be fundamentally just, inasmuch as it would tax the entire income yielded by both land and timber, whether received annually or at regular intervals or in a lump sum after a period of years.

A percentage yield tax would enable the owner of forest property to meet the taxation burden from the income of the property itself. All taxation should be paid upon income and in no other way than by a yield tax can this be done when the property taxed is a growing forest.

A percentage yield tax would be simple and easy to administer. There would be no problems of future expectancy to be worked out, no figuring of interest on annual taxes deferred, no speculation as to future price

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Central Control of Saw Mill Lubrication

By A. H. Noyes

President, Hills-McCanna Company, Chicago

During the past few years there has been a rapidly growing tendency on the part of manufacturers toward central control of lubrication. Few industrial manufacturing plants present as many obstacles for central control as does the saw mill, and perhaps the very obstacles offered have been responsible for the great advancement toward more efficient and economical methods of distributing lubricant to the varied classes of equipment found in the up-to-date establishment.

Failure of the oiler to reach important bearings at the proper time, clogging of gravity systems on account of flying sawdust and bark, freezing and bursting of hydrostatic machines, changes in oil flow due to temperature conditions with its consequent reflection on oil delivery, causing expensive shut downs, and labor conditions, early presented a problem to saw mill operators that demanded radical departures from previous accepted methods of oiling, and led to the perfection of the mechanical systems, centrally controlled, that are fast being adopted by progressive lumber manufacturers throughout the country.

In Figure 1 is shown a centrally controlled force feed oiling system now operating in the plant of the Marathon Lumber Company, at Laurel, Miss., which consists of a forty-two feed, two unit device that operates in parallel.

The two units are mounted on a specially constructed table in the main engine room, and are driven indirectly from the eccentric of a Filer & Stowell Corliss engine.

The eighteen feed two compartment unit supplies cylinder and machine oil to the steam cylinders and bearings on the short side,

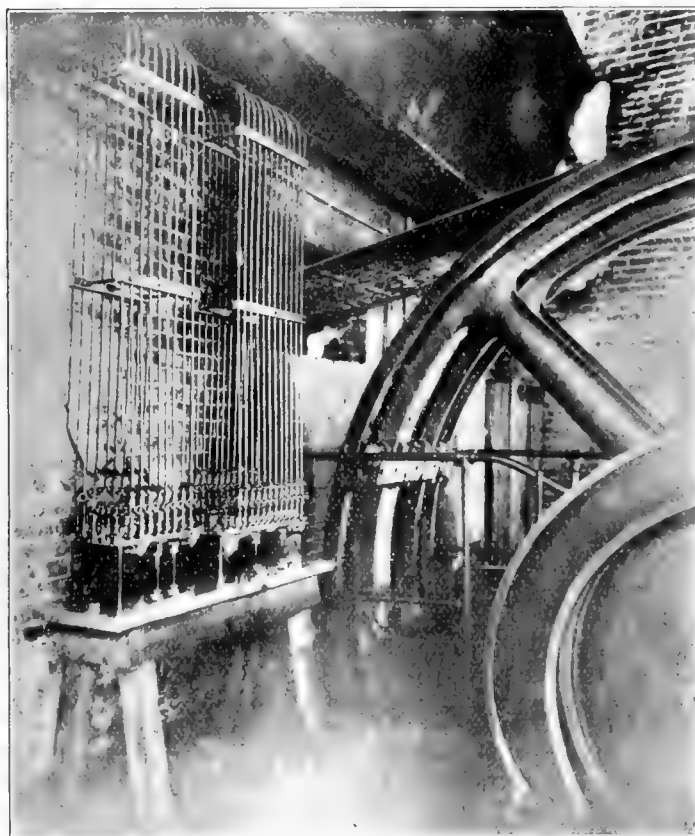


Fig. 1—"Central Station" of force feed oiling system

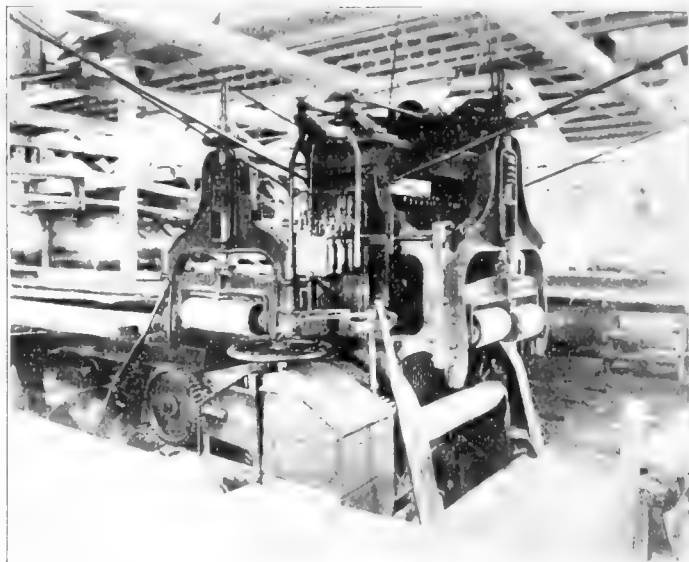


Fig. 2—A six-feed lubricator on a Wickers gang saw

and the twenty-four feed two compartment unit serves like equipment on the long side.

Both machines are driven directly from the jack shaft mounted back of the machines, which is driven directly off the eccentric on the engine, and either unit may be disconnected from the driving mechanism when one side of the mill is not in operation.

The lubricator serving this mill, as can be noted in the cut, embodies many interesting features.

It will be noticed that all working parts of the oil pumps are on top of the reservoir, in plain view of the engineer, where repairs or adjustments may be quickly attended to. Each pump valve is a separate unit; which permits regulation to take care of the varied requirements of each point lubricated, disconnecting when the machine is out of service, and repairing when needed, without interfering with the operation of the other pumps, or stopping the power.

Cross Section View

A cross section of the pumping unit shows a one-piece casting, in which all complex parts have been eliminated, and by which the oil is passed from the oil reservoir, through a mechanical sight feed to the point to be lubricated. The oil is neither subjected to atmospheric pressure nor does it come in contact with steam from the time it leaves the oil reservoir until it reaches the delivery point. No possibility exists, therefore, for the device to become air bound, causing failure to deliver through the pipes, and the full lubricating qualities of the oil are realized.

By individual adjustment of each pump valve, just the right amount of oil is delivered to each of the machines and steam cylinders, in accordance with their needs, both as to service rendered, and speed at which they are driven.

The mechanical sight feed, being on the discharge side of the pump, shows the oil actually flowing to the point to be lubricated, and functions equally as well a thousand feet away from the pump as it does when placed directly at the pump, whether in a vertical or horizontal position, upright or upside down. A special ball

check regulates the flow of oil to the point of lubrication, keeping it uniform.

At the delivery end of the pipe line another check is placed to keep the oil lines full of oil, ready to deliver at the first stroke of the pump, which eliminates the need for an auxiliary hand pump, or a hand crank on the lubricator itself, to flood the point to be lubricated when starting the power. Steam, or water, are also prevented from entering the oil lines by this feature.

Delivering the Oil

Although the various steam units throughout the mill offer little difficulty to force-feed lubrication, the delivery of oil to movable high speed bearings on various saws, planers, etc., present a different aspect. Not only must the flow of oil to these bearings be constant and in sufficient quantities, but some provision must be made for a connection to follow these movements, or allow saws to be changed with the least possible delay. A solid pipe line, rigid in construction, was not adaptable for reasons apparent. The manufacturers of the oiling system solved the problem by carrying the piping to a convenient point near the bearing, and completed the circuit with a special flexible metallic coupling, installing a combination check and sight feed attachment, so that oil delivery might be watched in operation.

By the use of the units described, the control of the lubrication of all important points in the entire plant has been centered in the engine room, under the constant supervision of a competent mechanic, the engineer. Since points on the main engine are lubricated from these units, the engineer naturally watches their performance, and consequently the lubrication of the entire mill, closer than if he had only his own devices to observe.

The risk of freezing or bursting hydrostatic machines is done away with, as is also the constant adjusting and superintendence necessary for this equipment. The filling and regulating operation for twenty or thirty of these machines all over the mill, requiring from five to ten minutes each, twice a day, is concentrated in the one operation by pouring oil from oil can to pump reservoir in the engine room, and forgetting it for the rest of the day. No shut off in the oil supply, or wastage in filling occurs.

By distributing oil to the important bearings in dangerous places, drop by drop over a period, the oiler is relieved for other important work, or for looking after less important oiling in less dangerous locations.

Fire risk is reduced because the oil is carried in pipes direct to

the delivery point, and since just the right amount of oil is delivered at all times, no oil reaches the floor.

While the central lubrication plant is highly desirable in the general classes of saw mill machines, there are certain machines which can be best served by local application of lubricant, that is, on account of their peculiar functions are not dependent on the rest of the plant for operation.

An Individual System

An interesting example of this individual system is shown in the application of a six-feed lubricator on a Wickes gang saw, that permits the operator to do his own lubricating mechanically and to check up on the oil delivery at any time by the sight feed feature. See Figure 2.

The lubricator is driven from the oscillation, which synchronizes its motion with the gang, the motion to the lubricator being transferred from the oscillation to the main frame of the gang, where by means of a bell crank it turns at right angles and rises vertically up the side of the frame to a second bell crank, and thence to the lubricator.

The pump supplies oil to the two bottom slides, the outboard and quarter box bearings, and delivers oil to the crank pin under pressure by means of a special crank pin oiling connection.

A clever departure from the accepted method of oiling the crank pin by centrifugal force is a special feature of the lubricating system described herein.

The usual method is to use a rigid stand, which rises from the floor in line with the axis of the shaft, the oil being delivered to this point by gravity, passes into a hollow ball arrangement, traveling to the crank pin by centrifugal force. The enlarged opening necessary to receive the delivery stem, and allow for its movement, permits dust and grit to enter the oil line and stop the delivery of oil.

In the gang saw installation, constant pressure is maintained from the pump to the crank pin by a packed stuffing box floating joint arrangement, that automatically adjusts itself without undue friction at any position in the stroke. The flexible metallic coupling from the pipe line to the stationary spindle in the stuffing box enables the dust proof circuit to be completed, and clean oil is forced drop by drop at regular intervals into the crank pin as needed.

The manufacturer's claims for economy are substantiated by voluntary statements from owners and operators reporting savings of from 35 to 50 per cent in oil, 50 to 60 per cent in labor, and 5 to 10 per cent in increased efficiency in the operation of machinery.

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of forest products, since when a tax is a certain percentage of yield, the value of the yield and the amount of the tax have at all times a fixed relation to each other.

A percentage yield tax would enable the investor to calculate with practical certainty the future cost of carrying the investment.

A percentage yield tax would minimize the investor's hazards from fire, natural causes or natural enemies. Under the ad valorem general property tax system the owners of forest property may have paid taxes on timber value for a period of years only to have such value wiped out by fire or other causes. In the case of a yield tax system of taxation, if any part of the expected yield is destroyed, the part destroyed is automatically cancelled; a situation which makes the entire community as well as the owner interested in preserving the property from destruction.

The tax commission has also recommended to the legislature that standing timber where owned separately from the land shall be considered personal property and assessed accordingly, and further providing that the state may enter upon the lands and remove the timber to satisfy the taxes without constituting trespass upon the lands.

Another recommendation comes in the effort to straighten out the now much confused term "in transit." Under the existing

laws it is provided that forest products "in transit" shall be assessed at destination. Some lumbermen have taken advantage of this to pile up their logs around water courses and along railroad sidings and leave them there for years, claiming always that they are "in transit" and they therefore have escaped taxation. It is now proposed to limit the "in transit" period to six months, after which logs so piled up will be taxed as personal property in the township in which they lie.

It is not at all uncommon in the northern part of Michigan to find big hardwood logs lying year after year by a railroad spur waiting until the furniture factories or the broom handle factories or the other hardwood manufacturing factories are ready to use them.

One bill has already been introduced in the legislature covering one of the points made by the state tax commission, and in view of the fact that Michigan is financially embarrassed and one of the big tasks of the governor and his administrative board is to find money with which to meet the expenses of the government, it is altogether likely that bills covering all the suggestions of the commission will soon make their appearance.

News from the National Capital

The permanent tariff bill, six months in preparation has been submitted to the House by the Ways and Means Committee, and although the name of no nation except the United States is mentioned, many of the provisions are aimed directly at Canada, particularly with reference to lumber, wood pulp and print paper.

The bill expressed the desire of the committee that President Harding proceed with negotiation to remove restrictions put upon exportation of lumber and lumber products by the Dominion and various provincial governments of Canada and provides for retaliatory action if the negotiations are not successful.

The fourth schedule is devoted to wood and its manufactures, and the principal duties are as follows:

On timber, hewn, sided, or squared, otherwise than by sawing and round timber, one-half a cent a cubic foot.

Logs of fir, spruce, Western hemlock, \$1 per 1,000 board feet. It is provided that such logs may be imported free from any country that has "not at any time during the 12 months immediately preceding the importation in to the United States maintained any embargo, prohibition or other restrictions," upon importations to the United States.

Shingles, 50 cents a 1,000.

Furniture, 25 per cent ad valorem.

One of the most important provisions of the bill is that for levying the proposed duties on the basis of American valuation. The extent to which this provision will operate to increase the rates over those proposed in the Payne law, is one of the principal elements of difficulty in any effort to compare the two.

The provision for American valuation is provided in the bill's definition of the word "value." The word is defined as meaning "the price on the date of exportation of the imported merchandise at which comparable and competitive products of the United States were ordinarily sold or freely offered for sale in the usual wholesale quantities. . . . to all purchasers in the ordinary course of trade, including all costs, charges and expenses in the principal markets of the United States."

If the value cannot be determined to the satisfaction of the appraising officer on this basis, the value of the imported merchandise for sale in the United States shall be taken as the value for the calculation for the duty. In determining the value for sale, appraisers are authorized to take into consideration the selling price or cost of production of comparable products of the United States, not sold in usual wholesale quantities or not sold or freely offered for sale in the ordinary course of trade, and the selling price of comparable imports, or the selling price or market value or cost of production of the imported merchandise in the foreign country.

Appraising officers are instructed to keep always in mind "the legislative intention that duties ad valorem shall be assessed upon the fair market value of the imported merchandise of the United States." The bill provides that no pretended or fictitious sale shall be held to establish the value "nor shall a value substan-

tially raised or lowered at the time of exportation otherwise than in the ordinary course of trade, be deemed to be such value."

The duties of the bill apply to all articles when imported from any foreign country into the United States or any of its possessions, except the Philippines, the Virgin Islands and the Islands of Guam and Tutuila. The customary provisions are made for Cuban reciprocity and for free admission of Philippine products.

The Fordney bill is expected to yield between \$500,000,000 and \$600,000,000 in revenue annually.

* * * * *

An increase in the lumber output, due to seasonal causes, was reported during May, but orders in all cases have not kept pace with the larger output, the Federal Reserve Board states in its survey of business conditions for June. Since June 1, yellow pine sales have fallen below current productions as the demand for lumber for structural purposes steadily has fallen off.

Building operations during May show decreases from April in some districts, but in the majority of the Districts increases are shown, the Board reports. As a whole, building has continued steady from April to May this year, in the face of a large drop last year, and thus has not been affected by seasonal developments.

* * * * *

The opening gun of the Department of Justice in its campaign against associations operating under the open price plan, which involves the exchange between members of statistics which enable them to regulate production and prices as a unit, was fired on June 30, when suit was filed by the Government in New York against the Cement Manufacturers' Protective Association.

As in the Hardwood case which is now pending in the United States Supreme Court, the Government asks the dissolution of the association or any other organization of similar character, and, according to a statement issued by Attorney General Dougherty, indicates that the Government may seek a preliminary injunction pending final hearing in the case.

The statement of the Attorney General, in which he refers to the "open-price" plan, says:

The Cement Manufacturers' Protective Association is organized along the lines of what has come to be generally known as the "Eddy plan" the "new competition" "open price plan" and "open competition plan." The forms of these plans vary in minor details, but the outstanding and fundamental principle of all is the exchange between members of comprehensive statistical data which enables each to know what his competitor is doing.

For some time past the investigation of every complaint of alleged violation of the Sherman Anti-Trust Act invariably has led to the door of one of these associations. The members of the Association adopt a constitution and fill their minutes with disclaimers of any intention to violate the law. As soon as the Association begins to function properly, the price of the commodity in which its members are interested begins to advance and the customary signs of competition begin to disappear.

Memphis Is Quiet After Good June

The Memphis hardwood market is suffering, to a slight extent, from the summer dullness incident to this particular season. Demand is slowing down somewhat and it is not anticipated that July will be a month of large activity. Much encouragement, however, is extracted from the fact that the total of June sales was the largest for any month since the depression of last fall made its appearance. Business was confined largely to firsts and seconds, selects and No. 1 common, with a fair sprinkling of orders for No. 2 common in oak and gum. The lower grades did not move very

freely though toward the end of the month there were fair transactions in No. 3 common gum, which went to box makers and miscellaneous consumers. Manufacturers of flooring and interior trim were by far the heaviest buyers during the month. There was some increase in demand from furniture manufacturers while wholesalers increased their purchases to a moderate extent. The buying was almost completely at a standstill and there is very little railroads were, and still are, conspicuous by their absence. Export

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Buyers Mean Business in Grand Rapids

Sales During First Week of July Market Promise Better Times for Furniture Industry; Nearness of Stabilization of Prices Is Evident; Prices Are on Bed Rock

By Staff Correspondent

If the first week of the Grand Rapids furniture market which closed July 2, is any indication of what the balance will be, the furniture industry seems headed for somewhat better times during the balance of this year. They are not going to be hilarious times by any manner of means, no "sold up" signs have been hung out nor will be hung out, but a good, steady, conservative business may be looked for through the balance of the summer and during the holidays.

The record for attendance in the first week was 503 buyers and they represented practically every section of the country—some thirty-five states being represented. This mark is slightly higher than that of a year ago for the corresponding week and the atmosphere which the buyers brought with them was vastly different from that of a year ago.

Last year the buyers came with a grouch and a grudge. They were strongly objecting to the "price prevailing" basis of doing business. Because the manufacturer, to protect himself, refused to guarantee a price, the buyers met in Chicago during the market and organized the Retail Furniture Dealers' Association of the United States and resolved that they would buy no merchandise on a price prevailing basis. Some of the more hot headed buyers even went to the extreme of cancelling some of the orders they had previously placed on that basis and the market fell pretty flat. The price prevailing grouch was, however, merely a camouflage, an excuse for not buying. They had come with the determination of buying but little because most of them thought they could see the drop coming, and it did come only a month later, and many previous orders were quickly cancelled.

Again in January the buyers had a grudge. They insisted the manufacturer had not cut his prices to the lowest possible mark nor had he made any attempt to do what they called the "right thing." Again this was camouflage, for most of them had plenty of merchandise in their warehouses and with business dull and none knowing just what stood before they were not eager to buy at all and they didn't. They desired to test out the public and to unload the stocks they had on hand.

Buyers Mean Business.

This July season everything is vastly different. Most of the buyers so far have come with serious, businesslike countenances and yet with confidence in the future and an air of optimism. Most of them have been fairly successful with their spring sales and most of them have not only unloaded their heavy high priced stocks but are practically cleaned out of all furniture. During the last several months, since the demoralization in prices came, they have been living from hand-to-mouth, ordering only enough furniture to keep themselves afloat until the market arrived and they found out what was to be expected in the way of new designs and new prices.

Success in their spring sales has given them confidence in success for the August sales and for the holiday trade. They have found that by marking their own prices down low, taking a short profit and turning it over fast they can make money and sell furniture. The next thing they wanted to know was whether the manufacturers had seen the light and done likewise and whether they might expect to see a stabilization of prices for the balance of the

Upon their arrival in the market they found the prices had been marked down to as near rock bottom as could be hoped or expected. They found there had been no attempt on the part of the manufacturers to get together either upon a price fixing basis or upon a uniform reduction basis. Each manufacturer had figured his own costs carefully and then had added a very reasonable margin of profit and so marked the price of his goods. The result is that the July market is chock full of real bargains in furniture.

Manufacturers in several instances have tried the experiment of asking buyers to fix a price upon certain suites, the manufacturer's price being concealed while this was being done. In every instance so far as it has yet come to my notice the buyer has fixed a price considerably higher than the manufacturer had. This news quickly spreads through the market and the result is a feeling that the manufacturer has actually made a real cut in the price of his furniture and everybody seems to feel satisfied that it has been enough.

No Bluffing Evident.

Just before the opening of the market there came reports that buyers were again going to try to break the market, that they would hold off buying at least one week in the hope that they bring about a condition such as prevailed in January. Indeed this word was quite generally handed around on the night of June 26, the night before the opening of the market and after the great throng of eastern buyers had arrived.

But Monday morning almost every buyer went immediately to the show rooms and the placing of orders began forthwith. Let it not be misunderstood. They did not rush in as they did two years ago and demand furniture regardless of price. They placed no startling orders, but about everybody did place orders of more or less volume which effectually shut off any attempt—if one was intended—to break the market. A considerable number of chain stores were represented among the early arrivals and many of these did not buy. A scout, so to speak, was sent on in advance to find out what had happened in the market. What they intend doing was well expressed by one owner of a big Ohio chain, who said: "I came this week to see what was doing. I am satisfied. I'll be back next week and bring my gang." Several such expressions were heard with the result that it may be expected the second week of the market will be vastly better than the first one was. This also may be said as being absolutely true. The manufacturer who has put his prices right down to rock bottom and who is offering something new in design got business in the first week and will continue to get business the balance of the market. The manufacturer who failed in one or both of these respects has also failed to get orders and will continue to so fail. The buyer is looking for bargains most certainly because he has found that the only way he can sell goods to the public is by the bargain route. In this market, the buyer has been able to find bargains the rule, high prices the exception.

Buying in the first was weak without doubt seriously affected, too, by the calendar. With Independence Day following Sunday and with the Big Fight on in the East Saturday, a great many buyers did not come in the first week and a great many more came, took a look, perhaps placed a few orders, and rushed back home to their \$50 seats in the big pine bowl. But these have all said they were coming back to finish up business and the second week

is confidently expected to show some real buying and a very large number of buyers present.

Stabilization Approaches

As to stabilization of prices, in which buyers are equally interested with manufacturers, it may be said that in the first week of the market there was no concerted attempt to beat prices down below what they are, very little objection to the prices found on the goods and no inclination on the part of manufacturers to make any further cut. Indeed some of them are guaranteeing their prices for five or six months and all this is serving to give a stability to the market which it has not known since the days of the war. Immediately following the war, prices were marked up even as the buyer deliberated on whether to take a particular suite or not. Since last January furniture has been sold at whatever price the buyer was willing to pay with the result that a large share of it was sold below cost of production. This market seems headed toward stabilization. It is the desire of everybody and it will in all likelihood come about.

Lumber dealers who are present in the market are feeling more than optimistic over the outlook. Most of them profess to see a return of demand for cabinet woods. Indeed some rather decent orders have been placed recently because furniture manufacturers are themselves convinced that lumber prices will not go lower and that lumber at present prices is a good buy.

The whole tone of the industry is vastly better than for several years. It looks as if the manufacture of furniture might shortly place itself upon a sound and conservative basis. That is the aim and the desire of all concerned and it looks as if their hopes and ambitions might soon be realized.

William B. Baker, secretary-manager of the National Association of Chair Manufacturers, made a most encouraging report to his

constituents on the first three days of the Grand Rapids market. In part, Mr. Baker said:

"Buyers are actually placing orders induced by the low values on new designs. Buying applies to all types of furniture shown in the market. While individual orders are not large, yet immediate shipment is wanted for merchandise ordered.

"The atmosphere of the Grand Rapids Market is distinctly one of confidence on the part of the sellers and a great improvement is apparent in their attitude over that of last January.

"New designs have such marked value over the regular or staple patterns that factories will doubtless be unable to ship the new designs as fast as the trade desires.

"Minimum chair values are priced more in line with each other than was the case in January, hence the market is largely devoid of criticism or comparison.

"The luncheons of chair manufacturers were well attended on Tuesday and Wednesday and a canvass of conditions indicated that practically every line represented had booked more business the first three days than was the case during the entire first week last January.

"It is safe to predict that the present prices of furniture will compel the retail merchant to greatly reduce prices of furniture now on hand resulting in further liquidation of stock and a greater necessity to place orders with the manufacturer in the next few months. I found no chair factory making any guarantees of prices whatsoever. A few lines advise that when the market season closes some patterns will be advanced in price as they are now too low to be satisfactory."

Mr. Baker expressed the opinion that there will be no fluctuations in chair prices whatsoever during this market because of the thorough manner in which these prices have been figured down to rock bottom.

Buyers Buy on Chicago Furniture Market

The furniture industry is promised a continued steady progress back toward the long swing of normalcy by conditions made manifest during the first two weeks of the Chicago mid-summer market. Very little business was done during the week which preceded Independence Day, but buying began in substantial volume on Tuesday, July 5.

This day was rated by practically all the exhibitors as really the first day of the market and in the main the exhibitors were pleased with the number of buyers and amount of business secured. Nearly 700 buyers registered at the manufacturers' building, "Thirteen Nineteen" South Michigan boulevard, and they began buying immediately.

Buying on this market is distinguished by a careful conservatism. The buyers are doing a great deal of shopping. They are buying in no large volume and they insist on being shown that prices are figured closely. But the point is that they are buying. They are canny, but they are taking merchandise. There is apparently no effort to conduct on this market a buyers' strike, such as featured the January market.

As usual the rumor was floating about the Chicago market that the exhibitors at "The Rapids" had been slashing prices. But little attention was paid to this kind of talk and it was discounted to zero by the fact that buyers who had just come from Grand Rapids were placing orders.

Thus far there has been no evidence on the Chicago market of a break in prices, such as demoralized the January market. Apparently the great majority of the exhibitors, especially the manufacturers, are determined to adhere to the prices with which they entered the market. The manufacturers co-operated with the efforts of their various associations and opened the market with prices figured down to rock-bottom on carefully compiled costs. Almost without exception those with whom Hardwood Record talked said that their prices are as low as they can be figured under present costs and that they are not going to budge a nickel. There appear wide differences in the prices of virtually the same

items, because of the differences in costs and methods of figuring costs. But apparently these differences must stand, because the manufacturers are not trying to meet one another's prices, but intend to sell their stock as cheaply as they can according to cost. They are demonstrating their confidence in the stability of present quotations by guaranteeing against decline for periods of from three to six months.

This firmness is increasing the confidence of the buyers each day and building up the size of orders. It is suspected to sustain a good volume of buying throughout the market.

The third week of the market is expected to improve upon the two preceding, as many buyers deferred their buying until the semi-annual meeting of the National Retail Furniture Dealers' Association could be held, on July 7 and 8. Others put off their appearance in Chicago until time for the convention. Thus it is expected that the climax of buying will be reached during the week beginning July 11.

An especially good business is being done on the Chicago market by offerers of day beds, davenport, davenettes and other space-economizing sleeping appliances, indicating little improvement in the shortage of housing facilities in the country.

Walnut again leads the other woods in popularity, but more oak is in evidence on this market than for several years. Oak is evidently enjoying a rapid "come-back," because of the radical reduction in price of oak, making a substantial differential between articles of furniture made of that wood and walnut or mahogany. Some exhibitors are featuring oak this time and notable among these is the Knox-Hutchins Furniture Company. This concern is really showing some exceptional designs in oak dining room suites and davenport tables. They are offering dining room suites in the early English and Italian Renaissance periods in the antique and the dusted polychrome finish. These are medium priced suites with all the style and individual beauty generally found only in costly oak suites manufactured to special order. These offerings are enjoying a most favorable reception from the trade.

Memphis Is Quiet After Good June

(Continued from page 21)

demand from overseas even yet. However, it is expected that settlement of the coal strike in the United Kingdom will stimulate demand from that country though it is problematical when business in that direction will begin again.

June was a very poor month from a manufacturing standpoint, for the reason that the vast majority of producers of hardwood lumber contented themselves with completing the sawing of logs brought over from the previous season, with taking care of contract timber or with doing absolutely nothing. There has perhaps never been a month at any season of the year when production was so extensively curtailed. This very limited output taken in conjunction with the largest sales of the year, has resulted in a substantial reduction of stocks. This loss is relatively heavier in the case of firsts and seconds than in any other grade. The next heaviest loss has been in Nos. 1 and 2 common, with No. 1 common easily leading. Inroads on the extremely low grades have been comparatively small for the reason that sales and shipments have been so light. From the standpoint of the producer, the stock situation is considerably better than at any time this year, but it is quite apparent, from the inactivity in both logging and manufacturing operations, that there must be still further improvement in the relations between supply and demand before there will be general resumption of either logging or manufacturing.

The tendency is still toward slight improvement in prices. The higher grades, because of their relative scarcity, are firm and have moved up somewhat further during the past thirty days. There has likewise been a little improvement in No. 1 common. The lower grades, however, have shown comparatively little price variation though some members of the trade say the tone is better.

Members of the trade in Memphis are confident that there will be a better demand by Aug. 1. They generally anticipate that July will be quiet but they believe that furniture manufacturers will substantially increase their purchases after this month, particularly if the furniture shows now under way result in as large sales as now suggested. The notable activity in building operations all over the United States is believed to furnish the basis for continued buying on the part of manufacturers of flooring, sash, doors and interior trim while limited stocks in the hands of other consumers, as well as at distributing points, imply the necessity of constant replenishment if there is any activity whatever on the part of users.

The lack of activity in the woods is receiving increasing attention at the hands of the trade. It is pointed out that the vast majority of those who own their timber are leaving it severely alone for the time being. It is likewise emphasized that those who do not own mills and who must depend on the open market for their outlet are doing very little for the reason that they are finding little or no encouragement from their usual customers. Attention is being called to the fact that there are virtually no logs being offered for shipment on the Mississippi and its tributaries. It is likewise being stressed that logging forces have been dispersed and that they are completely disorganized, with the result that quite a time will be required to get them together again for effective work. It is suggested, in some quarters, that, unless logging forces are gotten together and work is started in the woods pretty soon, the quantity of timber available for fall and winter use will be dangerously small. Manufacturing operations, when resumed, will be dependent largely on log supplies, and, viewed from this angle, it is conceded by the majority that there is nothing very promising or encouraging in the outlook for hardwood production.

Fight for Rate Cut Will Continue

"The hardwood lumber industry is determined to make every possible effort to secure readjustment of freight rates on hardwood lumber and forest products because it realizes that, if rates are not soon lowered, the present adjustment will be fastened indefinitely upon shippers of hardwood lumber and forest products."

This statement was made by S. M. Niekey, president of the Southern Hardwood Traffic Association, following receipt of advices from the executive officials of the principal railroads that they could not lower freight rates as requested by the association during the recent conferences at Washington.

It may be stated, in this connection, that the association has no idea whatever of abandoning the fight for lower rates. It believes that present freight rates are largely responsible for the failure of lumber to move to market more freely, and it is planning to continue its efforts to secure what it considers reasonable rates. It is

stated that, if the move about to be made does not bring some relief, the association will file informal complaint with the Interstate Commerce Commission in the effort to secure lower rates on lumber moving from producing points to consuming destinations and on logs moving from the woods to milling centers.

The association is on record as favoring complete elimination of the advances made last August, ranging from 25 to 40 per cent, so far as hardwood lumber and forest products are concerned.

Refusal of the railroads to lower rates on hardwood lumber and forest products after the conference at Washington June 2 marks the second turn-down which the lumber industry has received at the hands of the executives of the principal railroads. The first followed the conference at Memphis held early in March, when the railroads made it clear, through their representatives, that they are suffering much more severely than those engaged in the hardwood lumber industry.

Lumber Trade Customs

Substitution of Transit Cars for Direct Mill Shipments

THE FACTS: A wholesaler, who is also a retailer, purchased a car of fir lumber for shipment to his Ohio address. The order was placed with a wholesaler in Minnesota and specified "Direct Mill Shipment Only" so that privilege of reconsignment on through rates would accrue to buyer. The seller later undertook to fill the order by diverting a car which had

previously been ordered reconsigned to a New York City customer with whom some misunderstanding developed. Invoice was sent to the buyer without any B/L or advice as to how the car was being handled, thus leading him to believe same was a direct mill shipment according to his order. Upon receipt of invoice the buyer got in touch with the railroads in an effort to locate the shipment and divert same to a customer in North Carolina. After tracing same for 45 days he discovered that the car had gone to New York City and immediately wired the seller suggesting that the latter either forward the shipment to North Carolina, at seller's loss on through rate, or make other disposition. The seller undertook to forward the shipment as suggested, but failed after trying for a month to do so, due to congestion in the New York terminals. Thereupon seller diverted another car of identical loading, which he had in transit, to buyer's Ohio address. Meanwhile, however, buyer had notified seller that he could wait no longer and not to undertake to substitute another ship-

* As established by the Arbitration Department of the American Wholesale Lumber Association, Chicago.

ment. The substitute shipment reached buyer's station in due course and was refused. After some negotiations he unloaded the car in his yard for seller's account and both submitted to arbitration the question as to whether or not buyer should accept same.

THE DISPUTE: Buyer contended that he was under no obligations to accept the substitute shipment, first, because of unreasonable delay, and second, because it was a diverted car, hence not in accordance with contract. Seller's contention was, first, that delay was caused primarily by error of carriers in not diverting the New York car as instructed, and for which he was not responsible; and second, that terms of order were complied with by diverting a transit car provided he paid the reconsigning charge.

THE DECISION: Held, that car originally invoiced was acceptable to the buyer as applying on his order and that the seller first violated his contract by attempting to divert from in transit without the knowledge and consent of the buyer, a car that was first consigned to another customer. The contract specifically prohibited applying any reconsigning shipments. The seller failed in his duty to his customer by permitting him to continue tracing through the railroad companies for location of the shipment and permitting him to learn through the railroad agency what had become of the car. The seller had no right to attempt to ship a second car from the coast to apply on this order at a date far beyond when the first shipment should have arrived at destination without first having the consent of the buyer to do so. The buyer advised the seller on May 12 they would not accept a substitute shipment. The seller diverted a shipment on May 15, or three days later, which shipment had left the coast on May 5, to buyer at his Ohio address. We find that the buyer is fully justified in refusing to accept the substitute car under an obligation to pay for it on the original order and invoice, and that it is only fair and right that the seller be obliged to either make other disposition of the car or a new contract with their intended customer at price and terms to be agreed upon.

Pertinent Information

\$1,000 Prize

The Utilization and Waste Prevention Committee of the National Lumber Manufacturers' Association offers a prize of ONE THOUSAND DOLLARS for the best new method, new machine, or new device which, in practical application or use, will result in an appreciable saving of

(A) Labor, (B) Time, (C) Material or (D) Expense when applied to present manufacturing processes in the lumber industry.

CONDITIONS

1. The Award Committee will be the sole judge as to the eligibility of all suggestions submitted in this competition.
2. The comparative value and practical merit of all suggestions or material submitted will be judged by the actual commercial gain to be obtained, and will be determined by the Award Committee of fifteen lumber manufacturers to be chosen from the membership of the National Lumber Manufacturers' Association.
3. All suggestions or material must be submitted to the Technical Research Department of the National Lumber Manufacturers' Association, Southern Building, Washington, D. C.
4. After the prize is awarded, the National Lumber Manufacturers' Association reserves the right to publish at its discretion, sketches, designs or illustrative and descriptive matter covering any suggestions or material submitted.
5. If the competition develops suggestions or material that will fulfill these requirements, award will be made at the Fourth American Lumber Congress in 1922.

Bigelow Corrects Error on Tariff

In pressing for the adoption of the lumber schedule in the Fordney Tariff Bill the American lumber manufacturer is only asking for full reciprocity with Canada and seeks no special advantage, Charles A. Bigelow of the Kneeland-Bigelow Lumber Company, Bay City, Mich., stated in an interview recently given to the press of his home city. Mr. Bigelow uttered his remarks in reply to a statement made in Washington on the lumber tariff question by Donald D. Conn of the Northwestern Lumber Retailers and Manufacturers' Association, which Mr. Bigelow says was misleading and gave the wrong impression of the question. Mr. Conn had said:

"A 25 per cent ad valorem duty on finished lumber as proposed by the Ways and Means Committee would add \$250 to the cost of every \$5,000 house constructed in the United States at a time when practically every state is adopting special measures to promote home building. The final

adoption of this unreasonable measure would counteract all the good which has been done by local communities to revive the building industry. The lumber producers have not requested and a majority do not want any tariff on finished lumber from Canada."

In his reply Mr. Bigelow said it should be "thoroughly understood that the Fordney bill does not propose any tariff on rough lumber. It will continue to come in duty free, as at present."

"All that the American lumber manufacturer asks of his government is that it levy the same duty on manufactured or milled lumber that Canada is levying, and if Canada lets our milled lumber in free that we give the Canadian product the same privilege. In other words, what is proposed is full reciprocity. Our position on this matter was fairly stated by Mr. Allen, secretary-treasurer of the West Coast Lumbermen's Association, who testified before the committee as follows: 'The association does not come before your committee asking preferential treatment, that is in the attitude of special pleaders, but is asking for reciprocal duties—reciprocal with the Canadian tariffs now in existence or that may hereafter be put into effect.'"

"Under present conditions the Canadian manufacturer has a monopoly of the manufacture of lumber in Canada through the levying of a 25 per cent duty on imports, and he is undoubtedly exacting the \$250 per home which it has been stated would be charged builders if the new tariff goes into effect in this country."

"American lumber manufacturers believe that if we establish a duty as high as that of Canada's that the latter government will eliminate her rates entirely. All we are asking are the same rates as Canada or no duty at all should Canada do likewise."

Milling-In-Transit Tariff Issued

The Southern Hardwood Traffic Association announces receipt of tariffs of the Illinois Central and Louisville & Nashville at Memphis and the Southern Railway at Cincinnati, effective July 20, 1921, in compliance with the decision of the interstate commerce commission in the famous transit case successfully conducted by the former organization.

These tariffs permit the stopping of lumber at these points for concentration, yarding, grading, sorting, storage, drying, re-sawing, dressing, planing or further manufacture, for a period of one year, with shipment of the outbound product at through rate from point of origin, plus a reasonable charge for the stop-over privilege. This charge is 2½c per hundred pounds in the case of the Illinois Central and Southern and 1c in the case of the Louisville & Nashville. It is not necessary to ship kind for kind, as oak lumber can be shipped where gum logs are brought in and vice-versa throughout the list. The association regards the charge of 2½c per hundred pounds as rather high and will seek to have this reduced to the Louisville & Nashville basis of one cent.

The other roads entering Memphis must have their tariffs ready by the effective date and it is expected that this will be accomplished.

While the tariffs have not been analyzed with a view to determining just what the saving will be to lumber manufacturers and owners of wood-working enterprises at these points, officials are of the opinion that it will amount to approximately 20 per cent over present rates. Present transit arrangements are only partial while the new tariffs must make them general. Present tariff arrangements carry only modest concessions while the new ones will carry quite extensive ones.

It was stated, when the transit case was in progress, that the association would seek to have transit arrangements applied to other points than Memphis, Louisville and Cincinnati, in the event it was successful. It is therefore planning to have transit arrangements extended to all points where these are either desirable or necessary.

J. H. Townshend, secretary-manager of the association, is authority for the statement that these transit arrangements will prove a big stimulus to the establishment of yards and manufacturing enterprise at all points affected. He is quite enthusiastic over the outlook as a result of the early effectiveness of these tariffs.

In addition to issuance of the new tariffs, the association announces that transit arrangements published by the Illinois Central on lumber to be planed and reshipped, or manufactured and reshipped, at Cairo, Ill., have been amended, effective July 11. The amended tariff provides for a transit charge of 2½c per hundred pounds in addition to the through rate and for extension of the time limit to 12 months. Points on the Gulf Coast lines and the Memphis & Meridian Railway are also added to the territory from which the new transit arrangements apply. The amended tariff, however, the association points out, will not apply on traffic originating prior to July 11, the effective date.

Transit Time Limit Extension Sought

The Southern Hardwood Traffic Association is making strenuous efforts, through negotiations direct with the carriers, for extension of the period for the outbound movement of forest products made from lumber and other rough materials brought into milling centers on net rates. This period is only one year and the majority of manufacturers who have brought in either logs or other rough materials during the past year have not yet shipped out the products made therefrom because of market or other conditions. They are, therefore, confronted with the necessity of paying the difference between net and gross rates on the inbound movement, amounting to three to four cents per hundred pounds, unless an extension of the time limit for shipping such outbound product is secured. These time limits are expiring daily in the case of different firms and.

(Continued on page 28)

POWER LOGGING AND LUMBER HANDLING

Concerning Maintenance Costs

Sometimes a sawmill owner is heard lamenting the excessive maintenance costs of his transportation units. There are undoubtedly a great many instances in which these costs are eating heavily into the profits of the company. In this reconstruction period in which we are now passing, and endeavoring to place operations and industries back to normalcy, it is just such losses and wastes as these which should be eliminated.

It behooves every manager to diagnose his particular conditions and seek a remedy. The trouble with most executives today, particularly those in the allied hardwood industries, is that market prices and sale conditions are commanding their entire time. A little attention to the curtailment of operating and maintenance costs without curtailing or jeopardizing production will be found just as beneficial.

Every sawmill or logging operation of any importance, no doubt, has enough motor trucks, automobiles, tractors, trailers and stationary gas engines to warrant the service of a competent and experienced inspector.

It should be the duty of this inspector to make a rigid and systematic inspection of all mechanical units. Such an office is absolutely essential to economical operations. It matters not whether there are only one truck and one tractor in service, or if there are one hundred each. Maintenance costs and operating expenses will be lowered, and depreciation will be greatly reduced; incidentally the entire operation will be placed on a more efficient basis.

The error which is being made at present is found in the fact that in most cases the operator of each rig is required to make an individual inspection, covering the conditions of the particular unit under his charge. This is obviously wrong. Experience has shown that if one man is placed entirely in charge and held accountable to the management for the efficiency and condition of all of the mechanical units, closer and more thorough inspection will result. In some cases, it may be necessary for the inspector to criticize the operator, who if he had been making his own inspection would hardly be expected to correct himself.

If there are enough units on the job, a printed inspection form will be found quite advisable. This form should be filled out by

the inspector every time he examines a piece of machinery. It should show the condition of cylinders, piston, valves, piston rings, governor, radiator, cooling system, clutch, brake, ignition system and transmission, and should also show the inspector's opinion as to the competency of the operator and whether or not the truck has been overloaded or abused. Such a report should enable the manager to tell at a glance the true and accurate condition of all his equipment, and it gives him a complete check of the repair service. From such a report the management will be able to predetermine its repair costs, as well as the work which may reasonably be expected of each unit.

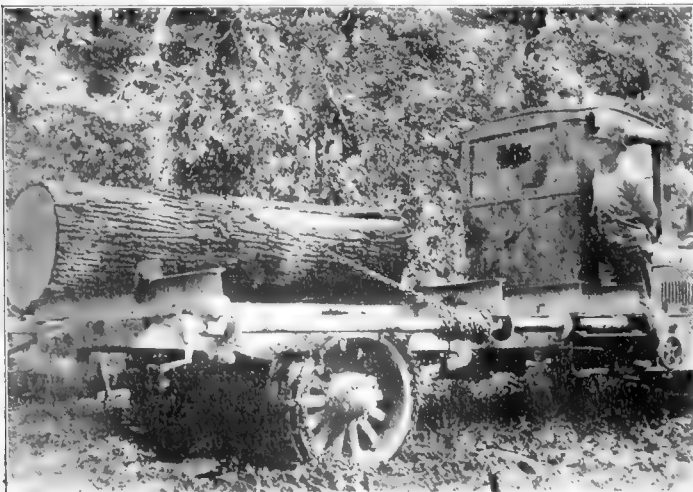
If this policy is carried out, it is safe to believe that the inspector's salary will be paid entirely out of the savings in the repair parts, and lost time as a result of breakdowns will become fewer and less disastrous.

A Novel Loading Truck

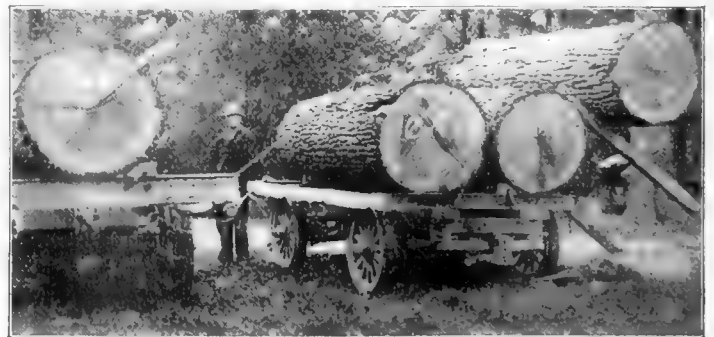
A novel loading truck, the joint invention of three Indiana men—Ora and Roy Amos and Ephriam A. McKee of Edinburgh—is used in loading logs, pipes, boilers or other heavy cylindrical machinery. It includes a skeleton inclined platform leading to the body of the truck; chains of sufficient length to engage around the opposite ends of the cylindrical body to be loaded, and a windlass, to which the free ends of the chain are attached. At one end of the windlass is mounted a gear which meshes with a worm gear that in turn is mounted on a shaft carrying a hand wheel at its outer end. By providing the worm gear and the worm for transmitting power from the driving shaft of the motor to the windlass, a positive lock is provided, which will prevent the chains from unwinding the windlass, thus holding the object being loaded at whatever point same may be positioned when the driving shaft is disconnected from the motor shaft.

A Study of Motor Truck Logging

The College of Forestry of the University of Washington, Seattle, has published a thesis on "Motor Truck Logging Methods," which was written by Frederick Malcolm Knapp, a student in the college. The study is a very thorough one, taking up all phases of the question, beginning with the early development or historical phases, and subsequently handling costs, comparison with railroads, loading and hauling methods, equipment, insurance, road construction, etc.



This photograph shows truck dragging log onto its own body



This illustrates how the loader puts a cargo of logs on a trailer

An Open Letter to Saw Mill Men about Their Service to the Public

EVERY year you manufacture from thirty to thirty-two billion feet of lumber to meet the demands of the public. Every industry depends on you for its lumber needs.

Manufactured forest products represent the second greatest industry in America. Agriculture is first. Everyone knows about Agriculture.

But what does the public know about the lumber industry? Its service, its risks, and hazards?

It is not difficult to understand that people do not think very intelligently about lumber and the industry. They just don't know.

Educating the Public to understand the lumber industry

YOUR Association—the National Lumber Manufacturers' Association—is going to tell the story of lumber. No American industry yet has ever told its story to the American people.

We will start in with the fundamental facts. And saw mill men, too, probably will learn more about their own industry.

What the Association is doing for the lumber industry

THIS Association is the logical spokesman for the lumber industry—America's saw mill men.

The National Lumber Manufacturers' Association doesn't sell lumber. It has nothing to do with prices. Its functions are:

To study the forestry problems of the nation.

To increase efficiency in the manufacture and distribution of lumber.

To eliminate waste in logging and milling.

To promote the proper utilization of all lumber products.

To aid in developing by-products to utilize the largest possible percentage of every piece of timber.

A real public service

SUM it all up, its purpose is to assist the lumber industry to render a more efficient service to the public.

The public doesn't know that your Association publishes a monthly bulletin of information about your industry. Or that it provides a weekly Statistical Barometer giving current information about changes in supply and demand, and the current production and shipments of lumber.

These publications are sent to the industry, and to the press, schools, colleges, and banks. This information is available to buyers and sellers alike.

All patents developed by the Association's technical department are given to the public. It has already developed a heavy

timber "mill construction" that doubles resistance to fire; an ordinary frame construction for houses which is singularly free from fire hazard. And a book of "Frame Construction Details," designed for strength, saving in cost and fire retardance.

The public wants to know about lumber

THE public will be interested to learn something about the lumber industry, because it is face to face with your achievements every minute of every hour of every day in the year.

THE NATIONAL LUMBER MANUFACTURERS' ASSOCIATION is a Federation of the following lumber organizations, whose members produce about 65 per cent of the lumber cut in the United States:

CALIFORNIA REDWOOD ASSOCIATION
CALIFORNIA WHITE & SUGAR PINE
MANUFACTURERS' ASSOCIATION
GEORGIA-FLORIDA SAW MILL ASSOCIATION
MICHIGAN HARDWOOD
MANUFACTURERS' ASSOCIATION
NORTH CAROLINA PINE ASSOCIATION
NORTHERN HEMLOCK & HARDWOOD
MANUFACTURERS' ASSOCIATION
NORTHERN PINE MANUFACTURERS' ASSOCIATION
SOUTHERN CYPRESS MANUFACTURERS' ASSOCIATION
SOUTHERN PINE ASSOCIATION
WEST COAST LUMBERMEN'S ASSOCIATION
WESTERN FORESTRY & CONSERVATION ASSOCIATION
WESTERN PINE MANUFACTURERS' ASSOCIATION



NATIONAL LUMBER MANUFACTURERS' ASSOCIATION
Harris Trust Building, Chicago, Illinois

Manufacturers of **SOUTHERN HARDWOODS**

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

(Continued from page 25)

because of the big difference between net and gross rates, the association regards the securing of extensions as the most important subject confronting the hardwood industry aside from the question of obtaining readjustment of freight rates generally.

The subject will be handled with the carriers until it is determined whether or not results can be secured. If nothing comes of the efforts with the representatives of the railroads, the association is prepared to carry the matter before the interstate commerce commission.

Lower Rates to West Coast Expected

The Southern Hardwood Traffic Association advises its members that it expects early announcement of reductions in rates on lumber and forest products moving to the Pacific coast. It also states that it has asked the carriers to reduce westbound rates to the eastbound basis and that, if this is done, it will mean a reduction of 30 cents per hundred pounds. It adds in this connection:

"We are confident that the westbound rates will be reduced but are unable to advise just how much the reduction will be."

Reduction of westbound rates will put manufacturers of hardwood lumber in the South and Southwest in far better position to compete with Japanese oak and other hardwoods arriving on the Pacific coast. It was pointed out at the recent conference with representatives of the carriers that present rates to the Pacific coast mean complete loss of business for both the lumbermen and the carriers because of impossibility of doing anything in competition with Japanese oak and other woods moving on subsidized rates.

Production of Lumber, Lath and Shingles

A preliminary comparative report on the production of lumber, lath and shingles for 1919 has been issued by Director W. M. Stewart of the Bureau of the Census, Department of Commerce.

The report, which was compiled in co-operation with the Forest Service, Department of Agriculture, shows the quantities of lumber, lath and shingles manufactured in the United States during the years 1909 and 1919. Figures for the year 1919 are preliminary and subject to such changes as may be necessary from further examination of the reports.

The figures shown for the two years are comparable and cover the production of lumber by custom mills as well as the larger merchant establishments. During the intervening years, from 1909 to 1919, the Bureau of the Census and the Forest Service have compiled and published annual statistics of the lumber cut. The cut shown for these years, however, did not include the production by small mills cutting less than 50,000 feet annually.

The total value, at the mill, of the lumber manufactured during 1919 as reported was approximately \$1,043,932,000, or an average of \$30.21 per M feet, as against \$684,479,900, or an average of \$15.38 per M feet, for cut of 1909. The total value for 1919 is based on average values reported by a majority of the mills. The total value of the lath cut in 1919 was approximately \$9,229,000 and of the shingles approximately \$41,118,000.

"From Tree to Trade" Is Popular

The recent publication of The Long-Bell Lumber Company, "From Tree to Trade," is meeting with favorable comment among lumbermen. Already thousands of copies have been distributed. The book was published to acquaint lumber dealers, architects, engineers, schools and libraries with methods of modern lumber manufacture, and the response so far has indicated an unusual interest in the contents of the book.

The volume is an authoritative, lucid exposition of present-day lumber manufacture on a large scale—of greater importance and interest to the lumberman than to any other reader.

Any lumberman desiring a copy of the book should address The Long-Bell Lumber Company, Kansas City, Mo. There is no charge for it.

Clubs and Associations

Lumber Movement Statistics Available to All

Information concerning the movement of lumber as published by the National Lumber Manufacturers' Association in their Weekly Trade Barometer is now available to the entire lumber trade. Permission has been granted to reprint any or all of the material. Any one desiring copies of same may secure them by addressing the Washington office.

National Hardwood Executive Committee

Horace F. Taylor, president of the National Hardwood Lumber Association, on June 28 announced the appointment of the executive committee of the association for the ensuing year. President Taylor is chairman and the committee is as follows: Earl Palmer, Memphis, Tenn.; E. V. Babcock, Pittsburgh, Pa.; Chas. H. Barnaby, Greencastle, Ind.; W. E. Chamberlin, Boston, Mass.; Charles A. Goodman, Marinette, Wis.; John W. McClure, Memphis, Tenn.

Evansville Starts Vacation

There will be no more business meetings of the Evansville Lumbermen's Club now until the first Tuesday night in September. The meetings will be resumed at that time and in the meanwhile the membership committee will try and get a line on some new members.

New Orleans Lumber Clubs Are Active

The Southwestern Hardwood Manufacturers' Club is preparing to hold one of its biggest monthly meetings at Lumbermen's Club quarters, 108 University place, New Orleans, on Thursday, July 14. A big attendance is anticipated by Secretary A. C. Bowen and a number of important and timely matters will come before the club for consideration.

Another meeting of much interest to hardwood manufacturers and dealers will be that of the Southern Lumber Exporters' Association, which organization includes a number of the leading hardwood men of the Southland. This will be the regular semi-annual meeting of the lumber exporters and they will convene in Pensacola, Fla. This meeting will also be on Thursday, July 14, according to recent announcement of Managing Secretary C. E. Dobson.

The New Orleans Lumbermen's Club, which includes practically all of the leading hardwood men of this section, as well as many pine, cypress and other kinds of lumbermen, held its first annual meeting and election of officers not many days ago, and the election resulted in the elevation of several well-known Louisiana and Mississippi hardwood men to office. Notably among these were C. J. Coppock of Cybur, Miss., who is president of the Southwestern Hardwood Manufacturers' Club, and C. H. Sherrill, to the board of directors.

Inasmuch as the event is of general interest to all hardwood lumbermen, the complete roster of new officers of the New Orleans Lumbermen's Club is herewith submitted:

Philip Lanier, re-elected president; T. B. Carre, vice-president; H. S. Riecke, treasurer, and Guy H. Mallam, Jr., secretary.

Directors:

Resident—Guy H. Mallam, Sr., Roger E. Simmons, O. L. Benway, C. H. Sherrill, M. G. Duvernay, L. B. Anderson.

Non-resident—C. C. Sheppard, Oakdale, La.; W. J. Logan, Kentwood, La.; C. E. Klumb, Jackson, Miss.; C. J. Coppock, Cybur, Miss., and H. D. Foote of Alexandria, La.

The club also announced the completion of its membership campaign, and it was stated that twenty-four new members had been acquired. Among these are the following hardwood people:

N. P. Hatten of the Southern Lumber & Timber Company of Hattiesburg, Miss.; Fred J. Foxley of the Foxley Stave & Lumber Company of New Orleans, and H. B. Johnson of the Mansfield Hardwood Lumber Company, Mansfield, La.

It was announced that a lease had been signed for new quarters in Gravier street opposite the St. Charles Hotel, and several leading lumbermen announced donations of \$100 each for the equipment of the new quarters, which the lumbermen expect to make into one of the best club quarters in the country.

With the Trade

Lumberwoman Seeks Judgeship

Miss H. Anna Quinby, head of the H. A. Quinby Lumber Company of Columbus, O., is a candidate for the Republican nomination for municipal judge at the fall primaries. Miss Quinby is one of the first exponents of equal suffrage in the state and is a graduate of the law department of the Ohio State University. She was also a teacher of English and higher mathematics in a number of western colleges. She has lived in Columbus since 1907 and has made a success of the lumber business. Her candidacy is backed by the Ohio Woman's Republican Club.

Kansas Publicity Man Selected

The publicity committee of the National Lumber Manufacturers' Association has arranged for Edgar P. Allen of Kansas City, Mo., to handle the publicity work of the association. Mr. Allen was formerly identified with the Kansas City Journal and is a newspaperman of wide experience. He will take up the new work about May 16, making his headquarters in the offices of the National Association in the Southern Building, Wash-

Timber and Land Firm Formed

The Kline Timber and Land Company, capitalized at \$75,000, has been incorporated by D. E. Kline, H. E. Kline and H. E. Snyder and will engage in buying and selling timber and land. The new corporation is owned by the same interests that operate the Louisville Veneer Mills. Its offices will be with the offices of the Louisville Veneer Mills on Fulton street, Louisville, Ky., and its operations, although confined to Kentucky and Tennessee for the most part, will extend over wide territory. The capital of \$75,000 is divided into seventy-five shares of \$1,000 each, the three incorporators holding one-third each. The debt limit is fixed by the articles of incorporation at \$500,000.

Long-Bell

TRADE-MARKED

OAK GUM POPLAR ASH ELM

in
Commercial
Sizes
for the
Manufacturer

The Long-Bell Lumber Company

R. A. LONG BUILDING Lumbermen since 1873 KANSAS CITY, MO.



King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
SAW AND PLANING MILLS AT SULLIGENT, ALA.

Shawano County Hard Maple

IS OUR SPECIALTY

WE HAVE FIVE (5) CARS EXCEPTIONALLY NICE SHAWANO COUNTY 10/4" NO. 1 COMMON AND BETTER HARD MAPLE WELL MANUFACTURED. GOOD WIDTHS AND LENGTHS. BONE DRY.

WRITE US AT ONCE
FOR PRICES

Chas. Gill Lumber Co.

WAUSAU

WISCONSIN

DRYING

VENEER

also
Re-drying

Proctor
DRYERS

PROCTOR &
SCHWARTZ
INC.
PHILADELPHIA, PA.

Cortis Opens Von Platen-Fox Office

A Chicago branch office was opened on July 1 for the Von Platen-Fox Company of Iron Mountain, Mich., by George S. Cortis, formerly Chicago manager for the K. S. Goodman Lumber Company, Marinette, Wis. The office is at 1329 Peoples Gas building.

Up to the time he resigned to accept his new position, Mr. Cortis has represented the Goodman company in the Chicago territory for eleven years. For twelve years prior to that he was with the John Spry Lumber Company. Mr. Cortis will handle both northern and southern hardwoods for the Von Platen-Fox Company.

Youth Wins Golf Championship



"Dick" Newkirk

J. R. "Dick" Newkirk, twenty-year-old son of H. B. Newkirk, yard superintendent of the Lamb-Fish Hardwood Company of Charleston, Miss., won the Mississippi State Golf Tournament at Laurel, Miss., on June 9 and 10. This young champion was medalist in the State Golf Tournament held at Gulfport in 1916, and has won the championship at Charleston in every annual tournament held since that year. He has won a wide reputation as a golfer.

Butts Takes Sawyer-Goodman Office

Beginning July 20, Harry H. Butts will manage the Chicago office of the Sawyer-Goodman Company of Marinette, Wis., succeeding George Cortis, who recently resigned. The name of the company has changed with the appointment of the new manager, it having been the K. S. Goodman Lumber Company at the time of Mr. Cortis' resignation. The office of the company is at 707 Railway Exchange building.

Mr. Butts has had a wide experience in the lumber business and is well known throughout the middle western territory. He was formerly with the Park Falls Lumber Company at Park Falls, Wis., and was recently with the Roddis Lumber & Veneer Company at Park Falls as manager.

Pending Mr. Butts' arrival in Chicago the Chicago office will be managed by H. V. Newell of Marinette, general sales manager for the Sawyer-Goodman Company.

In the future, C. R. Garvey, who represents the Sawyer-Goodman Company in Indiana will make his headquarters in Chicago. He formerly had headquarters at Indianapolis.

Stave Company Changes Hands

The Major Stave Company of Arkansas has sold all its Arkansas and Louisiana lumber mills and important timber holdings to the Major Stave Company of Louisiana, which is domiciled at Monroe, La. The price of the transfer is given as \$75,000. The Major Stave Company of Arkansas has been ordered dissolved and the charter surrendered. The corporation has been operating mills at Camden, Ark., Ashdown, Ark., Monroe, La., and elsewhere, and it owns land in Ouachita, Moorehouse and in Caldwell parishes and in Arkansas.

Dye Family Take Long Motor Tour

Willis B. Dye and family and his mother, Mrs. Thomas J. Dye of the firm of Thomas J. Dye of Kokomo, Ind., are spending a month touring the East, following their attendance at the National Hardwood Lumber Association convention in Philadelphia, to which they went by motor on the first leg of their journey. While enroute they will visit points in Virginia, Washington, D. C., Baltimore, New York City, Atlantic City, the Catskills, the Palisades of the Hudson, Buffalo, Niagara and Cleveland.

Goodwin Is Very Much Alive

The statement made in connection with the recent announcement of the death of A. K. Hollowell of Indianapolis that he was president of the Indiana Veneer & Lumber Company has been corrected by that company. The fact is that the late Mr. Hollowell was never president nor connected in any way with this company. The error grew out of the fact that he was president of the Indiana Lumber & Veneer Company of Indianapolis, which was taken over by the Indiana Veneer & Lumber Company in 1905, at which time Mr. Hollowell sold all of his interests and retired from the manufacture of lumber and veneers.

C. L. Goodwin, the president of the Indiana Veneer & Lumber Company is very much alive and has just left for an extended tour of European countries.

Hardwood News Notes

MISCELLANEOUS

The Saw Mills Products Company has recently commenced business at Memphis, Tenn.

E. J. Weekly, John W. McConnell, E. M. Morehead, J. S. Chenoweth of Wheeling, W. Va., and John R. Rogerson of Mannington have incorporated the Mannington Lumber Company at Mannington, W. Va., with a capital stock of \$25,000.

The Quincy Chair Company will manufacture reed and fiber chairs and furniture at Quincy, Mass.

The Ideal Chair Company, Brooklyn, N. Y., capital stock has been increased from \$10,000 to \$100,000.

A new incorporation at Huntington, W. Va., is the Hollandsworth Planing Mill Company.

The Vanderbilt Chair Company has embarked in the manufacture of chairs at Oldsmar, Fla.

G. D. Johnson has been elected president; G. H. Pendleton, vice-president and manager, and S. E. Looney, secretary-treasurer of the recently incorporated Elkhorn Table & Manufacturing Company, with a capitalization of \$10,000.

The Daynite Furniture Manufacturing Company has started in business at Cape Girardeau, Mo.

Recent incorporations are: The Brooks Cabinet Company, Norfolk, Va., capital \$25,000; George Spindler Company, 610 W. Pratt street, Baltimore, Md., to manufacture furniture; the Burnsville Handle & Dimension Company, Burnsville, W. Va., capital \$25,000; the National Lumber & Tie Company, Memphis, Tenn.

The chair manufacturing business heretofore conducted by Alfred H. Whitney at South Ashburnham, Mass., has been incorporated at \$90,000 by Alfred H. Whitney, president; M. M. Whitney, secretary and treasurer, and R. C. Whitney.

A new incorporation at Ashland, O., is the Merit Furniture Manufacturing Company, capitalized at \$10,000, by J. W. Dunbaugh, J. A. Eaton and others to engage in the manufacture of furniture for children.

The Indian Head Table Company has sold out at Nashua, N. H.

The Berry-Dennis Hide & Furniture Company with a capitalization of \$35,000 has been incorporated at Dallas, Tex., by G. S. Berry and others. Other incorporations are: The Apple Creek Screen Door Company, Apple Creek, O.; the Advance Box Company, Cleveland, O.; the Bond Furniture Company, 15 Clinton Street, Newark, N. J., capital \$100,000.

The Rawn-Vinson Tie Company has commenced business at Chattanooga, Tenn., and will deal in hardwood lumber and ties in a wholesale way.

The general offices of the Keys Walker Lumber Company have been moved from Roanoke, Va., to Philadelphia, Pa.

The Hubbardson Chair Company has been incorporated at Gardner, Mass. The Exchange Saw Mills Sales Company is the title under which the business formerly operated as the Missouri Lumber & Land Exchange Company, Kansas City, Mo., is now being operated.

The B. W. Kirkpatrick Lumber Company has commenced business at Pittsburgh, Pa., wholesaling yellow pine and hardwood lumber.

CHICAGO

M. E. Maher, John B. Knight and Asher J. Boyles have incorporated the Pelican Lake Lumber Company, and will be located at 722 North Michigan avenue, Chicago.

The H. Schmidt Manufacturing Company has succeeded H. Schmidt in the manufacture of upholstered furniture, this city.

The Lincoln Furniture Company has succeeded the Pfund Brothers Manufacturing Company at Lincoln, Ill.

Plain & Qtd. Red & White

Even OAK Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar**MADE (MR) RIGHT****OAK FLOORING****PROMPT SHIPMENTS**

The MOWBRAY & ROBINSON CO.

(INCORPORATED)**CINCINNATI, OHIO****DELTA HARDWOODS****FORTIFYING THE FUTURE**

OF YOUR BUSINESS BY PURCHASING ONLY THE BEST GRADE OF HARDWOODS CAN BEST BE ACCOMPLISHED BY GETTING IN TOUCH WITH US. THE QUALITY OF OUR OUTPUT IS BEYOND DISPUTE. WE HAVE STUDIED TO PERFECT OUR MANUFACTURING FACILITIES AND THEY ARE OF THE BEST. OUR STOCK IS OF A SPLENDID TEXTURE AND OF UNIFORM COLOR.

MAY WE SERVE
YOU?



Double Band Mills
|| **Arkansas City, Ark.**

The O'Hela Furniture Company, newly organized, is manufacturing upholstered furniture at 1254 Addison street.

The Anchor Parlor Furniture Manufacturing Company has recently commenced the manufacture of parlor frames at 1725 W. VanBuren street.

The United States Lumber Mills, Inc., with a capital of \$10,000 has been incorporated by M. M. Haas, R. T. Haas and Hugh A. Caperton, and is located at 1943 McCormick building, Chicago.

BUFFALO

Chairman William P. Betts and the members of the outing committee have made plans to hold the first annual outing of the Buffalo Lumber Exchange at the Canoe Club, Point Abino, on July 26. The ladies are to be invited to attend. The spot is a fine one for an outing, as facilities there permit of boating, swimming, baseball and tennis.

Lumbermen say that Rochester has been one of the poorest places in this territory to sell lumber in for the past few months, owing to the long-continued strikes, which have tied up industry. It is said that the city has 13,000 building workers, of whom all but 750 are idle through strikes. An investigating committee has been appointed by the common council and it is hoped that some agreement may soon be reached. George Eastman was recently chosen as an arbitrator over the question of wages and he has reduced those of masons and bricklayers from \$1.25 to \$1.06 an hour.

The Honeoye Falls (N. Y.) Furniture Co. has filed a petition in bankruptcy with liabilities of \$148,780.87 and assets of \$53,425.31. The failure is said to be due to the breaking of a bank in that village.

Chester W. Graves, treasurer of Graves, Manbert & George, and president of the Empire State Lumber Salesmen's Association, was married on June 25 to Miss Lucyanna H. Joss, of Indianapolis, Ind. The ceremony took place at the home of the bride's sister at Wayland, Mass., and was performed by the Rev. Sherrard Bullings, of Groton School. Mr. and Mrs. Graves will make their home in New York City.

PITTSBURGH

E. H. Shreiner, president of the E. H. Shreiner Lumber Company, made a visit to the West Virginia mills lately.

A. Rex Flinn, president of the Duquesne Lumber Company, was down at the company's big mill in Virginia recently.

L. L. Satler of the Satler-Hamilton Lumber Company says that good business is still quite a ways off, but that railroad buying must begin before many months.

H. F. Dombhoff, president of the Acorn Lumber Company, says that industrial inquiry is very bad. Most concerns seem willing to do their little bit with as little expense as possible.

W. W. Vosburgh, head of the wholesale lumber firm of W. W. Vosburgh, with offices in the Bessemer building, committed suicide two weeks ago by shooting himself at his summer home in Sewickley, Pa. He was a member of the Pittsburgh Wholesale Lumber Dealers' Association and was formerly one of the officials of the old firm of Bemis & Vosburgh. He left his widow and one son, Wm. W. Vosburgh, Jr., who had just gone to Italy to study.

The Housing Corporation, which has been formed by the Pittsburgh Chamber of Commerce to arrange for building 2,000 houses this year in Pittsburgh, is showing type of the houses which will be built. The project is sure to go ahead if enough prospective house builders can be secured.

BALTIMORE

The Oriole Wood Works, organized a little more than a year ago, has outgrown its old plant and established a new one at 3233 O'Donnell Street, Canton, Baltimore. Additional machinery has been installed and other modern improvements have been completed.

The first of the cargoes of Pacific coast lumber on the way to Baltimore for the depot here of the Weyerhaeuser Timber Corporation, aboard the steamer Birmingham City, arrived June 24. It consisted of 2,715,856 feet and the shipment was quickly put into the distributing and expert depot established at Curtis Bay by the company. The Steel Voyager is on the way with another similar cargo, and likely to get in any day now.

Robert S. Gill, who was executive secretary of the Loyal Legion of Loggers and Lumbermen, an organization of workers and employes called into being during the war to speed up production in the Northwest, has been brought to Baltimore by the Typothetae or employing printers of that city to undertake the task of creating better relations between the printers and their employers. The former have been on a strike since May 1 for higher pay and shorter hours, with the result that a number of the printing establishments have declared for the open shop.

M. S. Baer, of the wholesale hardwood firm of Richard P. Baer & Co., the tower of the Maryland Casualty Building, is down South on a trip to the mills at Mobile and Bogalusa, La., owned by subsidiary companies, to see how matters are coming on. The plant at Magazine, near Mobile, is running, but the one at Bogalusa was shut down some time ago, and resumption of operations is uncertain. The owners feel that at the prevailing prices of lumber there is no money in the business, and they consider it an unwise policy to go ahead and cut up timber which cannot be replaced.

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

J. V. Stimson & Co.

OWENSBORO

KENTUCKY

Regular Width and Lengths; Dry

White Ash.....	Com. & Bet. 4/4 to 16/4
Beech	Log Run 4/4 to 8/4
Chestnut	Com. & Bet. 4/4
Elm	Log Run 4/4 to 16/4
Red or Sap Gum...	Com. & Bet. 4/4 to 8/4
Hickory	No. 1 Com. 4/4 to 16/4
Maple	Log Run 4/4 to 16/4
Qtd. White Oak....	All Grades 1/2" to 8/4
Qtd. Red Oak.....	All Grades 3/4 to 8/4
Pl. White Oak.....	All Grades 5/8 to 16/4
Pl. Red Oak.....	All Grades 3/4 to 16/4
Poplar	All Grades 5/8 to 8/4
Qtd. Sycamore.....	Log Run 5/8 to 4/4
Walnut	All Grades 5/8 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS

Owensboro, Ky.

Campbellsville, Ky.

COLUMBUS

The A. E. Stringer Company at Adena, O., has been purchased by E. M. Long & Sons of Cadiz, O.

Thomas T. Van Swearingen, formerly a well known lumberman of Columbus who went to Seattle 15 years ago and engaged in the lumber business on the coast, has returned to Columbus and has accepted the position of representative for the Brown Graves Company, of Akron. He will make his headquarters at Warren, O.

Horace Brown, of the Massillon Lumber Co., has left with his family for a four months' trip to Europe.

F. R. Pryor, salesmanager of the W. M. Ritter Lumber Co., reports a slightly better feeling in the hardwood trade in central Ohio territory. There is a fair run of orders when existing business conditions are taken into consideration. There is less of a crazy spread in prices and consequently they are more stable than formerly.

W. M. Ritter of the company bearing his name has returned to his home in Washington, D. C., after a two-days' conference with department managers. It has been decided to continue operations at the mills during the month of July on the 40 per cent basis that has prevailed for some time.

E. M. Stark, vice president and treasurer of the American Column and Lumber Co., reports a slightly better feeling in buying circles. This is especially noticeable in the furniture trade where orders are coming in fairly well.

J. S. McVey, head of the Central West Coal & Lumber Company, went to Alabama recently to look after his lumber interests.

H. R. Allen, head of the H. R. Allen Lumber Company, is at Mt. Clemons for his health.

CLEVELAND

Automobile, furniture and other large users of hardwoods and other lumber will be able to benefit by the inspection bureau, in process of organization during the last three months under direction of the Cleveland Board of Lumber Dealers, and which was put into operation here this week. The purpose of the bureau is to supply inspectors and tallymen for the consumers, to measure the material as it is received in car load lots. The consumers have been circularized, and urged to use the bureau freely. Headquarters of the bureau will be at the Builders Exchange. The plan was first suggested by C. A. Krause, of the Lake Shore Saw Mill and Lumber Company, at the last convention of the Ohio Association of Retail Lumber Dealers. It is probable that the state body will establish similar bureaus in other communities in Ohio.

CINCINNATI

The Freiberg Mahogany Company, Findlay street and McLean avenue, is receiving estimates on a plan for adding a second story to their office building.

S. B. Stansbery, Cincinnati representative of the Chicago Coal & Lumber Company, had been elected to the membership of the Chamber of Commerce, while A. M. Mallerman, auditor of the M. B. Farrin Lumber Company, has been given membership in the junior organization.

The Globe-Wernicke Company, manufacturers of office furniture, has declared the regular quarterly dividend of one and one-half per cent on preferred stock, payable on July 15.

W. E. Talbert of the Talbert Lumber & Veneer Company and James Buckley, prominent lumbermen of Brookville, Ind., submitted to operations recently at the Christ Hospital. Both men are convalescing. Mr. Talbert has been removed to his home at 2604 Observatory road.

Roy Thompson of the Thompson Hardwood Company left last week on a month's vacation. He will visit many of the principal summer resorts on the Atlantic Coast before returning to Cincinnati.

After an absence of several months J. L. Roudebush has returned to Cincinnati and is now covering his old territory for the J. W. Darling Lumber Company.

The Emerald Lumber Company, which was recently incorporated for \$25,000 to specialize in West Virginia and southern hardwoods, has opened offices in the Blymeyer Building.

V. B. Kirkpatrick, president of the Kirkpatrick Lumber Company, was stricken with appendicitis while visiting one of the company's auxiliaries, the Constance Lumber Company at Mansfield, O. Mr. Kirkpatrick was brought to his home and after an examination by one of the city's noted specialists it was said that an operation would not have to be performed.

All legal matters connected with the dissolution of the Buskirk-Rutledge Lumber Company and the incorporation of the Buskirk-Heyser Lumber Company have been completed. The latter company has assumed all the properties of the former concern in addition to the planing mill and several outstanding accounts. After a short vacation Patrick Rutledge will engage in the lumber business for himself.

INDIANAPOLIS

Announcement has been made by officials of the Indianapolis Bank and Store Fixture Company that a new line of dining room furniture will be made in addition to fixtures for offices. The company has been in business here for many years and this is the first trial at domestic furniture. The company plans to increase its manufacturing line gradually until it is producing all grades of domestic furniture.

The Reed Furniture Products Company at Elkhart, Ind., is having plans drawn for the construction of a two story factory building. The plant



STURTEVANT HIGH HUMIDITY DRY KILNS SAVE

BECAUSE:

1. Practically all of the air is continually re-circulated—we do not attempt to heat all outdoors to create a circulation.
2. Steam consumption lower than any other kiln, because there are no cold curtains in the kiln to condense and chill the air.
3. 25% greater loading capacity per truck than any other competitive kiln.
4. Building construction cost greatly reduced due to the previous point, and absence of flues, etc., in building walls.
5. VERY LOW INSTALLATION COST as apparatus comes in compact units ready to be set up.
6. By using the exhaust steam from the engine-driven fan it makes your power cost nil and gives you 100% efficiency of your steam. First you use the pressure and then the heat of your steam.
7. Positive automatic control valves furnished, permit rigid steam economy.
8. Seven changes of air per minute across both faces of every board is your guarantee of quick drying.
9. Quicker drying at low temperature means less degrade and more money in your pocket.
10. It is sold by a reputable manufacturer on a manufacturing basis and you are not paying for ideas and patents. You get your money's worth of Drying Equipment.

*"The Kiln with the Circulation
You Can Understand"*

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga., Boston, Mass., Chicago, Ill., New York, N. Y.,
Philadelphia, Pa., Rochester, N. Y., Seattle, Wash.,
San Francisco, Calif.

MAHOGANY

THE
FREIBERG
MAHOGANY CO.

Offices and Warehouse
CINCINNATI, OHIO

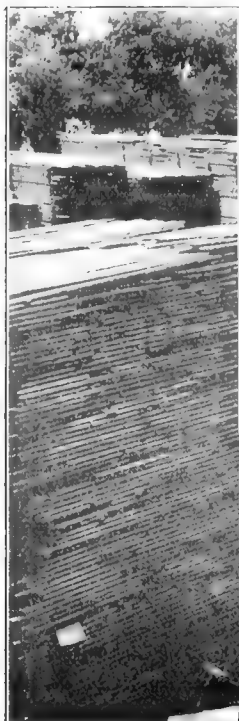
Saw and Veneer Mills
NEW ORLEANS, LA.

CHICAGO OFFICE
M. S. Johnson
24 W. Adams St.

GRAND RAPIDS
Geo. A. Baker
Hotel Cody

LUMBER AND VENEERS

THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



addition will be fifty feet wide and 200 feet long. It will be of brick and fire proof construction.

W. C. Root, who has been connected with the Hodell Furniture Co., of Shelbyville, Ind., for more than eight years, has resigned and has started a truck line between that city and Indianapolis.

Announcement has been made of the organization of the Cayo Toy Company, at Westville, Ind., an organization that will manufacture toys. The men interested in the company are Julius N. Cayo, Edward L. Cayo and Ellis L. Cayo. All live in Westville.

The semi-annual convention of the state salesmen of the G. I. Sellers Kitchen Cabinet Company was held at Elwood recently with representatives from thirty-eight states and Canada attending. The company will market several new models this season and will soon hold a public exhibit.

EVANSVILLE

At the regular meeting of the Evansville Rotary Club held on Tuesday, July 5, John C. Greer, of the J. C. Greer Lumber Company, and head of the Evansville Lumbermen's Club, was installed as president of the Rotary Club and will hold the position for one year. Several local lumbermen are active members of the Rotary Club, which is one of the live clubs of the city.

E. G. Payton, traffic manager of the Hercules Companies here, represented Evansville and the local Chamber of Commerce at a meeting held in Chicago a few days ago to work out the discrimination between cities in Indiana shipping into Illinois and cities in Illinois shipping to the same points. The discrimination is not only against Indiana, but against Wisconsin, Michigan and other neighboring states, according to John C. Keller, traffic manager of the Evansville Furniture Manufacturers' Association.

The plant of Beach and Fuller, basket and crate manufacturers here, is being operated on full time now with a full force of men and boys. The plant is busy making peach and melon crates and will be busy until the end of the season.

The Karges Wagon Company of this city, as soon as business conditions warrant it, will start the erection of a large 65x250 foot brick addition here, chiefly for the manufacture of toy wagons, an industry that the company has developed during the past few years. It was planned to build the addition last year but the plans were not carried out owing to the fact that building materials were considered too high. Mr. Karges explains that the present dullness in the wagon market is due to the over-supplies during the war and the failure of cotton and other farm crops. Mr. Karges said: "Last year we could not get freight cars fast enough.

This year the southern farmers, who heretofore have bought one-third of our output, were forced to stop buying and farmers generally cut expenditures to a minimum. If a farmer this year lacked a mower, a wagon or certain implements, he borrowed from his neighbor. Last year he would have ordered one from his dealer. So this period is simply that of working out stocks."

WHEELING

The Century Manufacturing Company which will manufacture talking machines and lumber at Charleston, W. Va., has obtained a charter with a capital stock of \$250,000. L. A. Tinder, J. B. Madison, E. A. Reid, William Lohmeyer and John Laing, all of Charleston, are the incorporators.

The hardwood plant of the Cherry River Boom and Lumber Company at Gauley Mills, W. Va., has resumed operations, as has the Smoot Lumber Company at Cowen, W. Va.

Blair P. Wilson, E. O. Young, C. W. Cammack, Frank Enslow and G. L. Miller have organized at Huntington, W. Va., for the purpose of launching a million dollar house building plan, and will operate under the name of the Miller-Huntington Homes Company.

MEMPHIS

The White River Lumber Company, with headquarters at Paragould, Ark., has begun cutting the timber on its large tracts of land in Desha and Arkansas Counties, in Arkansas, and has purchased towboats and other facilities for handling the logs down the river to Arkansas City where they are being converted into lumber at the plant of the Thane Lumber Company. The latter is turning out about 80,000 feet per day from these logs. It is understood that the White River Lumber Company does not contemplate putting this lumber on the market under present conditions.

Kettle Brothers, manufacturers of commercial bodies for automobiles, have secured a lease for slightly more than three years on a part of the building formerly occupied by the James & Graham Wagon Company. The portion it will occupy will be remodeled while an electric elevator and other conveniences will be installed. The James & Graham Wagon Company is in its new home on South Dudley Street.

Advices from Helena, Ark., state that J. W. Dennison, of that place, has purchased the plant and interests of the Buckeye Veneer Company, West Helena, Ark., from the West Helena Consolidated Company, and will assume charge at once. Mr. Dennison says the plant will be thoroughly overhauled and that additional machinery will be installed. The plant will be operated under the name of the Dennison Box & Veneer Company.

Possibilities in National Advertising

Man Who Conducted Research Work Preliminary to Advertising Drive by Veneer and Plywood Interests, Explains What Can Be Done with Material Discovered

The national campaign of advertising of the plywood and veneer interests is beginning to assume important proportions.

As already announced in the *Hardwood Record*, fifty thousand dollars is to be devoted to the direct purpose of trade extension work for both divisions of the industry, and all of it through the goodly medium of printers' ink.

Copy for the campaign is in charge of Wm. Clendenin of The Conover-Mooney Advertising Agency, who conducted the research work on the merit of which the advertising award was finally made.

In explanation of the plans now under way, Mr. Clendenin in a special interview for the *Hardwood Record* said: "It is a far cry from Rameses II of Egypt to Fitzmorris, Chief of Police of Chicago, but both used plywood, both knew the principle of laminated woods reinforced by the alternate crossing of the grain and the good glue binder under pressure.

"Rameses built his war ships on the plywood principle 3,000 years ago. Chicago's Chief of Police has just ordered the city's new patrol wagons built to plywood specifications which the department was found in every respect superior to steel—not only lighter and less expensive, but bullet proof and bandit proof.

"First, in order of presentation we hope to disabuse the public mind of the general misapprehension and prejudice against veneered furniture. Our research has proved a veritable revelation on this subject. We are in possession of the most ancient and authoritative proof that veneer was held in the highest esteem by the masters of period furniture without exception. These authorities include the brothers Adam, Chippendale, Hepplewhite and Sheraton himself. We know, for instance, that George Washington's writing desk was a veneered Sheraton, that the writing cabinet of Dolly Madison was likewise, that the wonderful little cabinet which accompanied Napoleon on the most famous battlefield of Europe—was veneered. We have upwards of two hundred photographs of the world's rarest furniture from the days of the earliest Egyptians, Chaldeans, Assyrians, on through the fine arts of Greece and Rome, (Caesar's proudest possession was a veneered table) down through the Renaissance—the wonderful handicraft of the Venetian and Florentine schools, the French, the English and finally our own American and the last word in perfection of those mechanical processes which are the achievement of the craftsmen of now.

"Our photographs alone are, we think, a treasure house of advertising material. We have the chest of Cornwallis, the Bureau de Campaign of Napoleon, the writing desk of Thomas Jefferson, the Coronation Chair of Edward I, the treasures of Francis I, patron of Cellini and Rosso. We have drawn liberally from the English periods, from Bola's lacquers and veneers, Gesso's "Woods Decorative"—and a host of authorities many of them lost to the common understanding in the back files and cross indexes of our great metropolitan libraries; not forgetting the invaluable sources of the Royal British Institute.

"Now, what are we going to do with all this? I think the question answers itself—we are going into the best journals of America and tell our story, the truth about veneer, the whole truth and nothing but the truth. We propose to picture these stories from actual photographs of the most famous furniture, the classics of the craft. And the big point is that we have the material in hand with which to do it.

"On the veneer side of our campaign the appeal will be to the

manufacturer and dealer in furniture and to the great buying public—through the publications best suited to reach the respective classifications. We have a follow-up in preparation suited, we think, to each; also the offer of special service data in attractive form calculated to draw direct inquiries. In this way we expect to render practical and tangible help to the trade, and to the public through our advertising.

"We shall follow the same plan in connection with plywood, covering both subjects coincidentally in the same copy.

"For the plywood section the range of treatment is clear. There is practically no limit to the development and variety of plywood uses. For instance, its ever-extending employment wherever resistance to variation in temperature and humidity is a prime requirement, as in aviation construction, motor boats, street cars, bodies, shields, screens, panels and, of course, the already familiar uses. Also, the resistance of plywood to shear and impact.

Our campaign will be so balanced as to feature these new and expanding features of plywood; provide bulletins of information and advice from a central source and otherwise promote the trade extension feature of plywood.

"It is a heavy task to prepare this joint campaign, keep it in proper balance and yet do justice to both divisions of the subject—but it is working out and we expect very definite results from the undertaking. In fact, it is very doubtful if any advertising or trade extension subject or subjects possess more genuine potential possibilities, educationally and practically, than does the twin proposition of plywood and veneer. They are at once the most ancient and the most modern of useful and decorative arts; constructive, beautiful and serviceable—and it is a commentary on the present business situation that the leaders in these lines have the good sense to see it and the courage to go ahead."

When to Machine Casein Glue Joints

Casein glue sets very quickly and produces a joint strong enough to machine in a few hours. In tests at the Forest Products Laboratory casein glue joints in spruce proved as strong as the wood after four hours and in hard maple after six hours. When maximum speed of production is essential, such woods may be machined at the end of the periods stated, without sacrificing the strength of the joint. In some kinds of work, however, machining so soon after gluing is not advisable, because of the danger of warping or the production of sunken joints as the moisture content of the glued wood equalizes.

Another important fact brought out by the tests on joint strength is that joints released from pressure at the end of two hours and then allowed to season for twenty-two hours proved as strong as those that had been pressed for twenty-four hours. Joints pressed for only one-half hour and seasoned, although of good strength, on the average, were somewhat erratic in this respect and probably would not be dependable where maximum strength is important.

A loss estimated at \$1,000 was sustained by the Kentucky Veneer Works recently when sparks from one of the smokestacks set fire to a room in a sawmill located in a building detached from the main plant of the company at Thirteenth Street and Magnolia Avenue. Firemen prevented the flames from spreading to the other buildings of the plant, thus averting serious loss.

Controlling Moisture in Lumber and Veneers

**By J. F. Hirt,*

Vice-president, Forest Products Engineering Company, Chicago

(Continued from June 25 issue)

Another important factor in our favor is the time required for the finished product to imbibe or give up moisture. A carload of crated panels could ordinarily be in transit for a year or more without any ill effects if they have been treated in accordance with definitely known conditions and correct practice. The reasons for difficulties on this score are obviously due to a lack of comparison of conditions in the plant of the veneer and panel manufacturer and his customer, and an effort to reach a satisfactory mean E. M. C.

Panels, because of their constructions of plys at right angles, set up opposing forces that assist greatly in retarding expansion and contraction.

The same does not apply with veneers and, therefore, greater accuracy in controlling moisture and more care in shipping should be exercised. In packing high grade figured veneers, especially crotch stock and burls, it may be advisable under some extreme conditions to use a wrapping of waxed paper.

Packing veneers under pressure is another way to decrease moisture attraction. A simple hand operated plunger press constructed in your shipping department would not only accomplish this but at the same time would reduce your crating costs. The crates are filled under the raised plunger of the press. The plunger is slotted to receive the top slats of the crate so they can be nailed in position while the pressure is on. This method can be used in crating rotary core stock, cross-banding, backs and dimensioned face stock, but would not apply quite so well in crating sliced logs and sawed flitches.

Other practices tending to assist in relieving the natural contraction and expansion of wood are in a state of development at the present time, but at best none of them promise to do any more than to contribute in a measure to the full solution of the problem which brings us back to the point of finding our E. M. C. and governing our product accordingly.

Drying and Shipping Veneers

One of the most helpful and least costly methods of controlling moisture is the proper arrangement of material storage rooms. This is a matter that has had little attention by both the veneer and panel manufacturer, and a brief resume of what commonly occurs in drying and shipping veneers might be interesting.

The veneer manufacturer may be using any of the present commercial types of dryers or even the old style kiln or dryhouse in which he piles racks, or hangs the veneer. If he is using the former, he may succeed in bringing his veneer out of the dryer in a straight condition but the stock very often contains an unknown quantity of moisture. If an effort is being made to dry it to a definite moisture per cent, the calculations on which this is based are sometimes incorrect. At any rate, the veneer is seldom at a moisture content in equilibrium with the air when it leaves the dryer and, therefore, it will either give up more moisture and shrink, or it will imbibe moisture and expand; in any case this "working" will not be evenly distributed over the surface of the sheets and local expansion or "buckling" will result. If the stock is piled on trucks and rushed into crates, it will perhaps remain fairly straight until received by the customer.

In case the more obsolete equipment is used, it is impossible to dry the stock flat and very often without severe checking. What is still worse, an effort to dry to the correct moisture content is very seldom made. Usually the stock is said to "look and feel" dry, and the manufacturer consoles himself with the thought or expression

that it is as good as his competitors are doing anyway, which is an assumption that may apply less generally in the near future.

At our next observation we find the crated veneer or bundled flitches being unloaded at the customer's plant. We often see oak flitches thrown on the factory floors without even making any effort to arrange them in piles much less making any effort to control the moisture. Crated stock, as well as the veneers, are often dumped into a cool, damp basement, so that even if the stock had been dried correctly by the manufacturer, it would again imbibe moisture with the results previously explained. Then the customer redries the stock when he is ready to put it into panels. Here again he reduces the moisture content to the unknown quantity. To overcome the mistake of incorrect drying at this point, the stock is rushed right through the jointing, taping and joint gluing operations into built up bundles when the veneer is considered quite safe, at least from "buckling." If something happens during this regular process, the taped up veneers often take on enough moisture again and buckle so badly that they must be straightened out. In this event they are again redried to the same unknown condition which is usually too dry, and then the regular process is again carried out.

In drying veneers the general assumption seems to be that the chief requisite is to get them sufficiently dry. This is decidedly wrong as just as bad as not dry enough, providing the moisture has been reduced below the danger of mould. Without losing sight of our objective, I would like to point out right here one of the great sources of lost energy and money which is contributed to jointly and perhaps equally by the veneer and panel manufacturer. It is not uncommon to find veneer manufacturers loading their logs to the limit of moisture they will hold in preparing them for the lathe or slicer through either one of the two methods; boiling, or steaming, at atmospheric pressure. The procedure is then to dry them far below the E. M. C., which causes the stock to pick up moisture to this point. Then the panel manufacturer stores the stock where it will pick up still more moisture and again redries it to a percentage considerably below the E. M. C. in his plant. After all this procedure, complaints are still heard from all quarters about "buckling" and breakage. I am trying to emphasize that each unnecessary drying operation adds just that much more to your unit costs and in addition there is always more or less material lost in handling veneers even under correct procedure.

By proper storage, veneers will not only be held in perfect shape, but as a matter of fact can be improved and brought into absolute equilibrium with the atmosphere and at this point will remain perfectly flat. Therefore, instead of dumping them into a moist basement or shed or any other room in which the atmosphere is not controlled, why not make these storage spaces into conditioning rooms?

This can be accomplished at surprisingly small expense. It requires proper arrangement for retaining uniform temperature and humidity and means for circulating the air within the room.

Under these conditions the veneer manufacturer could leave his stock stored almost indefinitely without injury. The panel manufacturer could do the same, and what is more important, he can forget all about his redrying operation except in cases of stock that must be glued soon after it is received. Of greater importance still is the assurance that stock taken from a properly arranged and controlled conditioning room will remain straight and flat, because it will neither be taking on or giving up sufficient moisture to cause any local expansion or contraction.

(Continued on page 44)

*A talk before the National Veneer & Panel Manufacturers' Association in convention at Chicago, June 14, 1921



A BIT OF HISTORY

RECENT research discloses some altogether wonderful, almost startling, facts relative to both Plywood and Veneer.

The principle is as old as the oldest records of mankind. Egypt knew it and practiced it well. Old King Rameses had his special household furniture and cabinets built of Plywood as far back as the year 1250 B. C.

The *Bureau du Roi*, the most wonderful piece of furniture in all history, was built of Plywood. Napoleon's private writing desk, carried with him on all his marches and called his "*cabinet de campagne*" was made altogether of Plywood.

These facts are interesting and instructive, but not sufficient. The modern, up-to-the-minute manufacturer wants something more—something in the present tense—something he can cash. And right here in New Albany, we have it for him, in what we venture to claim is the most scientifically exact Plywood Plant in America. We say this because we believe it's true. Our best thought and our best efforts have been spent to make it true.

FOR instance, we might have been content to follow the crowd in making the old style face veneer joint with the ordinary four bit cutter head, but we wanted "a better joint." We got it, and our customers have blessed us ever since.

We originated the sixteen bit cutter head for a veneer jointer, and Herman Fletcher, the old tool maker of Louisville, made our first head by hand from solid tool steel, and the joints made by this sixteen bit cutter head were real-for-sure joints—the same kind of joints we are making today.

WE have originated many other improvements of equal importance to Plywood users, which we are going to tell you about from month to month.

We want our customers and our friends to know the real inside of what we are doing in New Albany to make Plywood the most extensively useful and most highly serviceable product of its kind in the world.

This is the first modest introduction of our series of *educational advertisements* on Plywood to appear before the year is out, right here in the *Hardwood Record*.

New Albany Veneering Company

E. V. KNIGHT PLYWOOD SALES CO.
SALES AGENTS NEW ALBANY, IND.

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Laminated Wood Automobile Wheel Is the Vogue

The field of uses for glue and wood is continually broadening. The combination of these two materials seems to be capable of an endless variety of adaptations. At any rate, the end of its adaptability is not yet in sight. Plywood and laminated wood are now being put to uses of which a wood worker would not have dared dream a generation ago. Built up wood has become an important engineering material, among the few uses of which are tops of automobiles, fuselages of aeroplanes, wings of aeroplanes, bill boards, ceilings and roofs of street cars, the decks of racing yachts.

One of the latest developments of built-up wood is the disk wheel. George W. Smith & Company, Inc., Philadelphia, has begun the manufacture of wood disk wheels for passenger and motor trucks upon a large scale, after experimenting and testing laminated wood wheels for a period of nearly two years.

There is certainly an interesting story in the changes made in the manufacturing activities of this firm. Started in 1877 by George W. Smith, major in the United States Army, the company originally devoted its entire attention to the design and manufacture of high-class furniture. For the last twenty years it con-

steel wheels, made with busses running between Mount Clemens and Detroit, shows a saving in weight between them of 33 pounds in unsprung weight for rear wheels, and 42 pounds of unsprung weight on the front wheels, a total of 150 pounds in the four wheels in favor of the Smith wooddisk wheels.

On heavy trucks the Smith wooddisk wheels absorb shocks on account of their resiliency. They do not warp, twist, or squeak. They are four times as strong as wood spoke wheels in resisting side stress.

One of the main reasons for the wide-spreading vogue of disk type wheels on passenger cars is that they give a car an appearance of elegance, smartness and trimness, which is instantly apparent to those even who are habitually unobserving. Disk type wheels add smooth, graceful lines to the car and it appears to float as though propelled by magic.

As many of the luxurious cars seen on the fashionable boulevards of our large cities are equipped with wheels of this kind, the attention of the owners of less expensive cars has been attracted to the beauty and advantage of disk wheels made of wood.



New Auto Disk Wheel

centrated its efforts on the manufacture of high-grade interior woodwork for residences, public buildings, etc.

Shortly after the beginning of the World War this company was called upon to prove its adaptability and versatility in the manufacture of joiner woodwork for submarine chasers, troop and passenger ships, and at this time also they supplied the shipyard towers for the entire fifty ways of the world's largest shipyard, Hog Island.

The plant has been increased in recent years so that it now covers twenty-three acres of ground with every modern facility for efficiency and expeditious production.

The Smith wooddisk wheel, so-called, is made of the same woods as used in the propellers of aeroplanes, so laminated that the grain of each layer runs in a different direction. They are about the same weight as a spoke wheel and are four times stronger than spoke wheels against side stress—that is, skidding.

The wheel band is shrunken on end grain, entirely around the periphery of the wheel, therefore it cannot loosen or squeak.

No special hub is required and the expense and inconvenience of having and carrying an extra wheel is obviated; only a spare rim and tire is necessary.

The Smith wooddisk wheels have been tested climatically and by hard road usage; they do not warp or shrink. They can have no flattened spots—always round and always run true and straight in alignment, insuring a maximum mileage.

The Smith wooddisk wheels are also made to suit the needs of heavy trucks and busses. A test between wooddisk wheels and cast

Mahogany Association Formed

The Mahogany Association is a new organization formed on June 24 by importers of genuine mahogany logs and lumber in this country for the purpose of immediately launching a national educational advertising campaign in the interest of genuine mahogany. The temporary headquarters of the association are at Room 1211, 345 Madison avenue, New York, N. Y. At the meeting, R. S. Huddleston of the Astoria Mahogany Company acted as secretary.

I. X. L. Litigation Settled

Complicated litigation in the Superior and Circuit courts at Goshen and Elkhart, involving the I. X. L. Furniture Company of Goshen, Ind., Benjamin F. Deahl of Goshen, president of the concern; Charles E. Morrice of Peru, Ind., formerly of Goshen, who was salesman and buyer for the company; Willis D. Widner of Auburn, Ind., formerly of Goshen, production manager, and James A. Arthur of Los Angeles, Cal., formerly of Goshen, a large stockholder in the company, was compromised June 25 through the sale of the Arthur holdings to the I. X. L. Company for about \$60,000. All suits in the state courts will be dismissed.

The present exhibit in Grand Rapids marks the last showing of the chairs made by the Standard Furniture Company of Cincinnati, Ohio. No cuttings have been made for several months and the present process is a liquidation of diners and bedroom patterns on hand. Mr. Heberger, the president, has definitely decided to close up the business on account of his ill health. "This marks the passing from the chair field of a long established and highly respected concern, and the best wishes of his fellow manufacturers are conveyed to Mr. Heberger," Wm. B. Baker, secretary-manager of the National Chair Manufacturers Association, said regarding the retirement.

The Warren Veneer and Panel Company has been incorporated at Warren, Pa. Capital \$75,000.

The Louisville Veneer Mills in a recent report showed that June was an active shipping month, but that there is not much future business on the books. The Louisville Point Lumber Co., made much the same sort of report for June business.

The Inman Veneer & Panel Company, of Louisville, Ky., is going along at a good gait at the present time, keeping several men actively engaged on the road, and having recently started its second glue spreader, the machine having been off the job for some months. This means a considerable increase in business.

An organization complete in all details is a guarantee of correct product if properly operated

The operations of the Wood-Mosaic Company function with precision because every step has been part of a well-conceived plan. The basic thought is a plant for each type of production. Thus, every foot of Wood-Mosaic hardwood lumber and veneers in walnut, oak and poplar is produced in a plant designed especially for the manufacture of each class of product.

This holds from the logs, which are the careful selection of a trained corps of twenty timber buyers, through the final operations of handling the manufactured product, special equipment having been provided for each unit of manufacture so that the lumber and veneer product may be always correctly dried and further prepared for consumer's use. We solicit the opportunity of demonstrating the value to you of such an organization.

WOOD-MOSAIC COMPANY

(INCORPORATED)

LOUISVILLE, KENTUCKY

Chicago Representative:

GEO. W. STONEMAN & CO. 845 West Erie Street

Grand Rapids Representative:

HECTOR ROBERTSON 232 Lyon Street, N. W.



USE AMERICAN WALNUT OF CHARACTER

Quality and color in walnut are not accidents. The name "Purcell" in walnut manufacture has long signified the widest selection of raw material and the best manufacturing processes, assurance of consistent color and quality.

All grades and thicknesses backed by guaranteed inspection and prompt shipments.

Frank Purcell Walnut Lumber Co.

KANSAS CITY

KANSAS



WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.



Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.



Our organization is backed by a tremendous supply of carefully selected timber. The barge shown above carries 900,000 feet of hardwood, selected from our timber and destined for our mills.

Veneers and Plywood

In stock sizes—also according to specifications.
Walnut, Mahogany, Quartered and Plain Oak,
Gum, Birch, Ash, Plain or figured Yellow
Pine, Cottonwood, Sycamore and other woods.

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880
ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years



WHAT does it mean to you as a buyer to have implicit confidence in the source of your most important raw material supply? For instance, all informed buyers recognize the true superiority of northern grown hardwood lumber and veneers—the product in which we specialize. Big customers stay on our books for years because it is easy for them to determine that we never have cut anything but the genuine northern grown logs in oak, walnut, maple, ash and other major species. The same sincerity maintains with our rotary cut poplar offering. And withal is that correctness of manufacture and honesty of contact with customers that has been the bulwark of this business for over a half century. It will profit you to know us better.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK **183** (Reg. U. S. Pat. Off.)

Our progress has been made possible because the majority of the glue using trade was alive to the opportunity of PERKINS QUALITY and PERKINS SERVICE.

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid as infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and Gen. Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, INDIANA

(Continued from page 36)

What occurs in drying and controlling moisture in veneers is almost identical with lumber except as stated at the outset, the time required is proportionately greater according to the thickness, and no matter what specie of thickness of lumber you are drying and regardless of conditions under which you are manufacturing, there is no reason why any of the common ills should be tolerated.

Casehardening, excessive warping, bowing, cupping and honeycombing are all due to unequal drying. In other words, the atmosphere in the kiln is too dry in comparison to the moisture in the stock and, therefore, the outer portions of the board shrink faster than the inside, because the moisture can not be transfused outwardly fast enough to prevent this. When the outside portion of a board is dried in this way, the fibres are drawn or stretched apart over the wet interior and set rigidly in this condition. Surface checking results frequently in this case, but more often this does not occur. A board when warm and moist is somewhat plastic and is not unlike papier maché. When the outside portions of a board have taken a rigid position or formed a shell, it is known to be "casehardened."

Later on in the drying period when the inner portion gives up moisture and consequently must shrink, it is prevented from doing so by the set outer shell. When the internal stresses develop beyond the strength of the fibres, numerous ruptures occur, which we call "honeycombing." Practically all other drying ills can be attributed to the same causes.

Drying schedules should provide specifications of temperatures and humidities for moisture content in the species you are drying in five per cent reductions. As for example, drying conditions for black walnut containing over 40 per cent moisture, which is to be used for high grade furniture, can safely be started at a temperature of 115° fahrenheit and 85 per cent Relative Humidity. Tests of the lumber should be made to determine a change of these conditions, as time is a very poor indicator. When the stock

shows a reduction in moisture to 35 per cent, the temperature should be increased to 120° and the humidity lowered to 80 per cent. This procedure must be carried out by degrees in accordance with frequent tests of the lumber to an ultimate condition of 150° fahrenheit and 30 per cent relative humidity. It may be noted that the first or initial drying condition is equal to an E. M. C. of much less than 40 per cent moisture; in fact, it is between 16 per cent and 18 per cent. It is, of course, necessary to maintain a considerably lower E. M. C. than the moisture in lumber in order to reduce it, and, in other words, these conditions indicate a safe drying speed. Because walnut in drying is subject to fine surface checking and other uncommon ills, and for the reason that in this case the stock is to be used for high grade furniture, conditions are controlled from 40 per cent moisture instead of 30 per cent, which may be applied in less exacting circumstances, and, in fact, conditions considerably more severe can be applied when the kiln operator at all times is thoroughly familiar with what actually is taking place in the lumber and the kiln.

Tests should be made on two pieces—one to determine the average moisture content and the other to determine distribution of the moisture. The first is common, the second is made by cutting away the outer shell to a line about 1/4" all around the section and testing this and the remaining center piece separately. This is very important, especially in all cases where considerable casehardening and other troubles exist which can only be eliminated by correction of faulty kiln design.

I have attempted to outline in this discussion the fundamental and known principles underlying the process of reducing and controlling moisture in wood, and the logical deductions to aid in their practical application in the manufacture of veneers and panels. Discussion of the various details of operation and design of drying equipment has been purposely avoided, my aim being rather to establish the standards with which you can study and compare your present methods and practices.

— Do you need — THICK WALNUT?

**We Have It—5/4 inch to 16/4 inch
ALL F.A.S.**

This stock contains a very good proportion of 10" and up wide and is all dry and under enclosed shed.

We offer ample supply of this scarce item and guarantee that it is practically all from the world famous Central Illinois walnut belt where we have been operating for two generations. It is perfectly manufactured and cared for.

Our full supply of all other grades and thicknesses from 4/4" up makes it convenient to ship the thick in mixed cars—a real service under present conditions. With absolutely no walnut logs being put out there is no chance that this supply can be materially increased; and as our stock represents the large part of all that is available in thick walnut, we earnestly advise that you get your share promptly.

LANGTON LUMBER CO.

PEKIN, ILLINOIS

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT"

**AMERICAN
WALNUT**

"The Cabinet-wood Superlative."

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT"

"IS THIS ALL WALNUT?"

Steadily increasing numbers of American Walnut furniture buyers are asking dealers this question.

This Association desires to help furniture manufacturers and distributors to profit in this development of the public's buying power by passing along such authentic information as the above for mutual benefit.

By making your Walnut pieces *ALL WALNUT* you can insure profits for maker and dealer, and also "*Give the Public What it Asks For.*"

In all our National advertising in the general magazines appears this significant phrase:

"BE SURE YOUR WALNUT IS ALL WALNUT"

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION
ROOM 1024 616 SOUTH MICHIGAN BOULEVARD CHICAGO



YOU WILL not appreciate the Mengelgrade and the Mengel service until you have tried "something just as good." But will you not take our word for it?

THE MENGEL COMPANY
INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

The Austrian Furniture Industry

The following translation from Neue Freie Presse of April 21, 1921, regarding the furniture industry in Austria has been submitted by William Ford Upson, representative of the Department of Commerce at Vienna:

The furniture industry, which last year was at its height, has undergone considerable change, the ordinary furniture industry being in a state of crisis, the bent-wood furniture industry passing through a period of stagnation, and the so-called art-furniture industry (with its seat in Vienna) maintaining exports only to neighboring states except for slight beginnings of exports to England.

This crisis is due not only to the fact that most countries have prohibited imports of art furniture, but because the world market price for carpenters' wages has been reached in Austria, so that competition can no longer be maintained. One disadvantage to the industry of ordinary furniture is the fact that numerous inexperienced persons undertook this branch of work and delivered unsatisfactory sets to Italy and Holland, with the result that quantities of goods of this kind were refused and are now stored. The bent-wood furniture industry has always had a large export and still maintains it in limited measure.

New Casket Factory at Work

The Northern Casket Company of Chippewa Falls, has completed its new factory and most departments are now in operation, with prospects for full operation by July 1. Two carloads of caskets were shipped last week and regular deliveries will now be made. Reports that the company was arranging to dispose of the property are officially denied. While negotiations have been under way along this line, it is now declared that offers have been rejected and the present owners will continue to operate the plant and business. John M. Emmel of St. Cloud, Minn., is president of the company and Harry Chapple is general superintendent.

DISPLAY

"RIGHT VENEERS AT RIGHT PRICES"

Our spacious, brightly lighted sample-rooms afford excellent opportunities for examining samples which accurately represent our line of

QUALITY VENEERS

in



WALNUT BUTTS
MAHOGANY
LONG WALNUT
BURLS & OAK
POPLAR and
OTHER PLAIN
&
FANCY WOODS

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THE WILLIAMSON VENEER CO

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT



One of the reasons for "Guaranteed Values" in our Hardwoods. Logs from this tree were converted into lumber at our Blythe, Ark., Plant



Choice Veneer Blocks just out of the steam box, ready for the lathe - Helena, Arkansas, Plant

EVERY CAREFUL BUYER
WELL ESTABLISHED
"PAEPCKE LEICHT" and
ARE ALWAYS THE ASSURA
SERVICE AND GUARAN

SOUTHERN HARDWOOD LUMBER

PAEPCKE LEICHT LUMBER COMPANY

GENERAL OFFICES

111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS

ROTARY COMMERCIAL VENEER

CHICAGO MILL AND LUMBER COMPANY

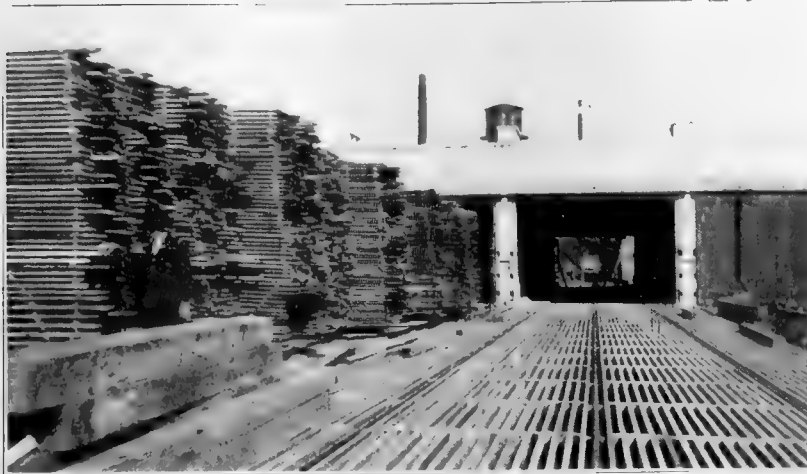
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CHICAGO, ILLINOIS

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Loading kiln No. 7, Cairo, Illinois, Dimension Lumber Plant. Kiln Drying Capacity 1,500,000 feet per month

*Write,
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interesting
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on your
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KNOWS THAT THE
TRADE NAMES
“CHICAGO MILL”
NCE OF COMPLETE
TEED VALUES

**DIMENSION LUMBER FROM
SOUTHERN HARDWOODS**

CHICAGO MILL AND LUMBER COMPANY

GENERAL OFFICES
111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS

OPERATIONS

BLYTHEVILLE, ARKANSAS
CAIRO, ILLINOIS
CLARENDON, ARKANSAS
GREENVILLE, MISSISSIPPI
HELENA, ARKANSAS

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT



How Many Feet of Panels Do *You* Get from a Thousand Feet of Veneers?

FOR two generations Bachman has been supplying veneers that will lay fifty per cent over the average. That is no boast—there are five sound reasons why we can do it year after year:

- (1) Our logs are **absolutely** all from Indiana—hence no costly defects in the veneer.
- (2) We use no flitches except our own manufacture. Thus we are able to carefully select our veneer logs.
- (3) All veneers are cut **full** thickness. This gives plenty of wood for sanding and minimizes breakage in handling.
- (4) The sawed stock is so smooth that it can scarcely be told from sliced.
- (5) Our stock is never either sorted or picked over.

Our cut runs principally $1/16''$ and $1/20''$ quarter-sawed white oak, but includes sliced quartered oak; sliced walnut and butts and sliced gum. We are now able to offer to careful buyers the same old-fashioned service that has been the pride of our business for two generations.

Do you wish a place on the list? Write

F. M. BACHMAN COMPANY
INDIANAPOLIS, INDIANA



"Finest"

1903-1921

TOPS, PANELS AND OTHER PLYWOOD

ALSO

HIGH GRADE FLUSH DOORS

Quality is produced by using the best materials, scientific construction, modern equipment and careful attention to details.

Capacity—Our plant is recognized as one of the biggest of its kind in the country. We are fully equipped to make anything you want in plywood and give you prompt service on your requirements.

Experience—We have been making plywood for many years and careful training has brought the efficiency of our help to the highest standard.

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Holdings. Send us a trial order for a crate of a carload, and we are confident you will forward repeaters without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. Get Our Prices

The Northwestern Cooperaage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

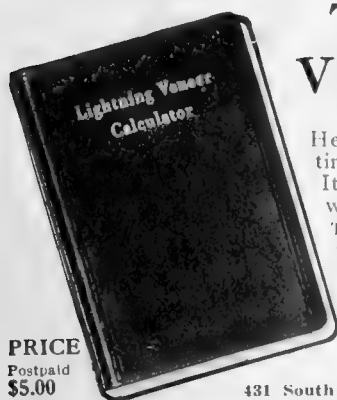
BUSK & DANIELS, 8 Broadway, NEW YORK

Evansville Outlook Is Encouraging

There is every indication that trade with the furniture, chair, desk and table manufacturers at Evansville, Ind., will pick up in the near future. There is a feeling that the worst day has been passed in the industrial situation and that things will get a whole lot better after the first of September. A fairly complete survey of Evansville's industries conducted on July 1 by a daily newspaper of that city, shows that less than 2 per cent of the factory employes now are out of work. Few of the plants in that city are closed down

entirely, while a majority within the last few months have increased working hours. Fully 90 per cent of the factories in Evansville are working full time at the present. Five per cent of the remaining 10 per cent are operating more than 60 per cent full time. In round figures, factory owners said not less than 1,000 men are out of employment in Evansville. This figure includes the many building trades workers, who are still idle, and the men who were cut off by retail and wholesale firms when business conditions became dull. One of the best indications, factory owners in Evansville say, is the increasing orders by the furniture plants. While some of the furniture factories are stretching points in order to give employes full time work, and are basing present working schedules on orders they expect rather than those actually in hand, practically all the Evansville factories are operating at near full time. The Bosse group of factories, including the big plant of the Globe-Bosse-World Furniture Company, is operating 50 hours a week and a fair force of employes is at work. The Klammer group of plants are operating at an average of 40 hours a week. Other furniture factories are operating at from 40 to 45 hours a week. Evansville was not hit as hard by the industrial tie-up as were many cities. The main reason for this fact was that the city had many industries that were affected little or not at all by the shake-up. The plant of the United States Furniture Company has been operating full time until a week ago when one day was cut off the working time. The line of davenport suites the plant manufactures, has been unusually popular during the past year and orders have kept the plant busy. Harry H. Schu, manager of the company, says he attributes the popularity of the davenport suites to the housing shortage and the fact that the suite makes a room into both a living room and sleeping room through convertibility of the davenport. Mr. Schu says buying has slackened at present, due to an attitude of waiting on the part of the trade to determine what the July market will bring forth, but he expects business to go along as usual after the middle of July. The plant has an exhibit at the Chicago furniture show. A total of about 750 men is employed at the plants of the Kramer group. The group includes the Monitor Company, one of the city's newest plants; the Schelosky Table Company; the Wertz-Klammer Company and the O. A. Klammer Company, as well as the Klammer-Goebel Company. All of the plants are turning out new styles in their customary products, but the Monitor plant is developing an entirely new product in a Spanish Renaissance style of furniture. There is a slight slackening off of orders at the present time. The Midland Furniture Company has just begun the manufacture of a new line of high priced furniture. The plant is busy establishing marketing agencies for this line, according to Nestor Brentano, the manager, and expects to market it nation-wide. The furniture is the costly stationary over-stuffed colonial suites, consisting of a davenport, chair and rocker. The suites will retail at \$500 to \$600. The plant expects to turn out a large quantity of these suites during the coming year, the demand being great, according to Mr. Brentano. The davenport is not a bed davenport, but is the sort that is found in the homes of the wealthy. The plant is being operated at full time with a full force of men. Mr. Brentano expects no let-down in business and says the factory's products are on an established price basis. The new line of furniture will not interfere with the regular output of the plant in any way and production will be kept up on all old lines.

The veneer manufacturers of Evansville believe that an improvement in their business will come with a picking up in the furniture trade. George O. Worland, manager of the Evansville Veneer Company, reports their plant is being operated on part time, while the company's plant at Mobile, Ala., is closed down still and he does not know when it will resume operations. He is, however, optimistic over the future outlook. He thinks that the furniture and stove market that will be given in Evansville from Aug. 29 to Sept. 3 will have a stimulating effect on the retail trade and that the market will be larger in every way and bring in more business than the first market that was given last April.



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1/20 inch—1/16 inch—1/8 inch

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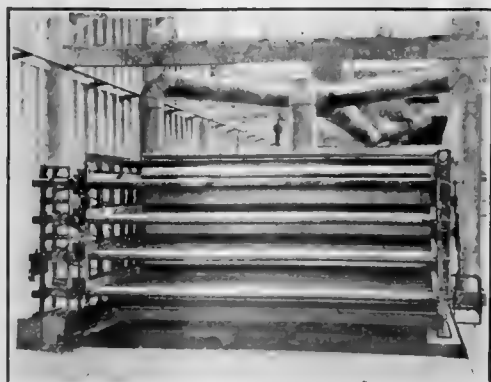
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Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

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NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



THIS illustration shows a view of the Feed End of a Coe Dryer, 100 feet long, in the new plant of the Elliott Bay Mill Company at Seattle, Washington. It dries Fir Veneer of various thicknesses. It is a well-known fact on the West Coast that

The COE DRYERS

dry this wood much faster and better than it can be done by any other method. Coe Lathes, Clippers and Knife Grinders are used in this plant.

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Sliced
Walnut

Indiana

Sawn and Sliced
Quartered Oak

Veneer

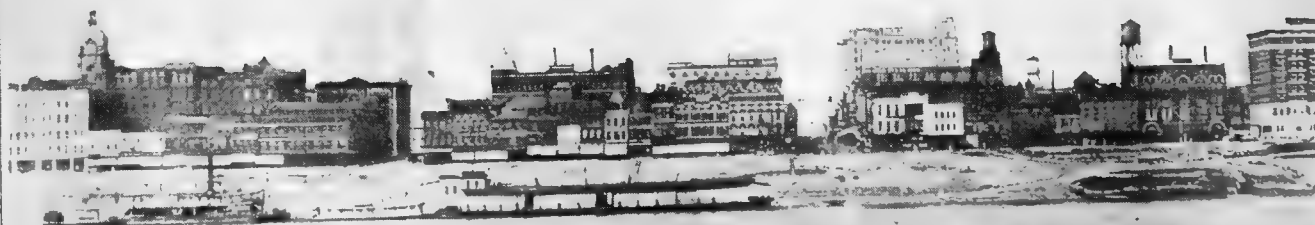
Sliced Figured Gum
Rotary White Oak
Rotary Cut Gum
Faces, Backs
Drawer - Bottoms
Cross Banding
Center Stock

THE
Evansville Veneer Co.

MANUFACTURERS OF

VENEERS.

EVANSVILLE, IND.



The Mark H. Brown Lumber Company, which recently increased its capital stock from \$100,000 to \$200,000 through declaration of a stock dividend, is operating its mill at Transylvania, La., where it is specializing on oak and cypress. The plant of the company at Tallulah, La., is idle and will remain so indefinitely, according to Mark Brown, head of the firm.

F. T. Dooley of the Dooley Lumber Company, who has recently been suffering from an infected foot, is able to be back at his office again.

TORONTO

The firm of Hart & McDonagh, Toronto, who for the past four years has been engaged in handling Ontario hardwoods, has been changed. Mr. Hart buying out the interests of Mr. McDonagh. The latter has formed the McDonagh Lumber Company, and has opened offices in the Confederation Life building, Toronto, while Mr. Hart has started a new firm composed of the members of the late organization, to be known as Hart, Hamilton & Jackson. This firm has taken offices in the Bank of Hamilton building, Toronto.

Fire destroyed about three-quarters of a million feet of lumber in the Midland yards of George Mason & Company a few days ago. The cutting of the elevated tramways and the blowing up of several piles of lumber with dynamite saved a good portion of the contents of the yard, estimated at 14,000,000 feet from destruction. The lumber belonged to the Robert Laidlaw Lumber Company of Toronto and the George Mason Company.

The regular monthly meeting of the Wholesale Lumber Dealers' Association, Toronto, was held at the Lake Shore Country Club on the Hamilton Highway a few days ago, the members being present on the invitation of W. F. Oliver of the Oliver Lumber Company, Toronto, who is also president of the Country Club. About one hundred of the members and their wives were in attendance, and the gathering was presided over by A. E. Eckart, president of the association.

The Hardwood Market

CHICAGO

The Chicago market is reflecting the usual summer dullness, adding this seasonal slump to the general depression. A certain amount of trading continues, however, though few large orders are booked. A hand-to-mouth policy of buying prevails because of caution both of the lumbermen and the buyers. The buyers are trying to limit their investments in raw materials while the lumbermen are not anxious to book large orders for future delivery on present market prices. Buyers can pick up bargains now in small quantities, but whenever they try to place a large order for the low prices they find that the lumberman doesn't want to do business that way. The result of the July furniture market is expected to increase the demand from the furniture factories immediately after the close of the market. Much more oak will be placed in this industry than formerly, because of the increase in oak designs shown on the July markets. Walnut will also continue in strong demand.

BUFFALO

The hardwood market shows a quiet tone at present and all the buying is in a small way. It is hard to get buyers interested at a time when they have little or no use for lumber. Industrial plants are as quiet as for a number of weeks past, so that there is little stock moving out. The yards have pretty well cleared up their orders and are anticipating a hand-to-mouth business for some time to come. By fall it is expected that a fair amount of trade will be seen, and everybody is hopeful that it will make up for the dullness that has existed for several months.

Prices in most woods are easy, as the amount of stock available is large. Dealers do not like to let an order get away from them while such a small volume of business is stirring, and while competition remains as keen as at present an uncertain trend of prices is looked for. The production has not been heavy lately, but the amount of stock in wholesalers' hands is larger than it sometimes is at this season. At the same time some sizes and grades are scarce and strong.

PHILADELPHIA

The situation in the hardwood market may be told in a few words as there has been little change in conditions during the past two weeks. High grade stock has stiffened slightly and a depletion of low grade flooring has had a tendency to stabilize the market, but the falling off in orders from rural districts has had a tendency to hold down prices.

There is business ahead in the hardwood field. Several of the largest users are watching the market and will stop the hand-to-mouth buying when they are sure that prices are right. The largest dealers in hardwoods are not exorcised and are doing nothing to influence these buyers so sure are they that substantial advances will be forthcoming.

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING
DRY HARDWOODS

SOFT ELM

4 1/2" No. 2 & Btr., reg. widths and lengths	15 mos. dry
5 1/2" No. 2 & Btr., reg. widths and lengths	15 mos. dry
6 1/2" No. 2 & Btr., reg. widths and lengths	16 mos. dry
8 1/2" No. 1 & Btr., reg. widths and lengths	6 mos. dry
10 1/2" No. 1 & Btr., reg. widths and lengths	15 mos. dry
12 1/2" No. 1 & Btr., reg. widths and lengths	5 mos. dry
14 1/2" No. 1 & Btr., reg. widths and lengths	15 mos. dry
16 1/2" No. 1 & Btr., reg. widths and lengths	6 mos. dry

WIRE, PHONE OR WRITE FOR PRICES

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MELLEN, WISCONSIN

A Few Bargains in Dry Hardwoods offered by

Wheeler-Timlin Lumber Co.

4/4" No. 1 & Btr. Birch.....	4 cars
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8/4" No. 1 & Btr. Birch.....	1 car
10/4" No. 1 & Btr. Birch.....	1 car
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5/4" No. 2 Birch	1 car
6/4" No. 1 & Btr. Soft Elm.....	10 cars
6/4" No. 3 Soft Elm.....	4 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

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Soft Textured Oak
Poplar
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BAND MILLS AT VESTAL

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HARDWOODS FLOORING BOX SHOOKS

LUMBER

ALL GRADES GUARANTEED

MOUNT-GEARHART

INCORPORATED

YARD:
JOHNSON CITY
TENNESSEE

OFFICE
ESSEX BUILDING
NEWARK, N. J.

Collections are good and the entire financial condition shows improvement. One encouraging note is injected in the building field—\$35,000,000 construction work is now under way in the city.

PITTSBURGH

Hardwood business here is very bad. Probably it was never worse at this season. Industrial and railroad trade has not been up to expectation by a long ways. Retail trade has been badly held up by the building strikes, which are well on in Pittsburgh and many other places. Buyers all along the line are taking only what lumber they must have for immediate needs. Nobody is stocking up ahead. Offerings from the mills are unusually heavy and prices are accordingly low. It is not expected that hardwood quotations can be advanced but a very little during the next two months. Well posted wholesalers have quit predicting when the buying boom is going to start, but admit now that there is very little prospect of good business before September.

BOSTON

While demand is gradually improving, there is far more inquiry in proportion than actual business in this market. Prices do seem to some extent to be in the way of better business. The recent advances in some lines are not taken kindly to. The situation is rather peculiar in some respects. For example, retail yards are purchasing very well "considering," whereas trade with manufacturing consumers is really not at all as satisfactory as it ought to be. In fact, as before noted, the bulk of the trade is from the hardwood yards and from the furniture makers. And with them trade is steadily improving. While building of houses in this state is to some extent improving, though not as rapidly as some would have one think, there is not much, if any, improvement as yet in hardwoods trim. The piano people, who have for a long time been well stocked up and have had a lot of orders cancelled for their product, are not buying hardwoods well here at all. The same is true of the other musical instrument makers. Auto body demand here in this state is bad. The chair makers here, a large business in normal times, is not furnishing much hardwood trade. The market is pretty firm. This is true of FAS rather than of the common grades, in which there continues to be an oversupply.

BALTIMORE

Conditions in the hardwood trade are much the same as they have been, with the inquiry for stocks exceedingly spotty. Some days may bring out quite a number of orders, until a dealer gets the notion that a definite improvement has set in. But this spurt will presently be followed by stagnation, which makes the situation look much like it was before. Balancing the periods of activity with the intervals of dullness, however, will probably show the former to predominate, so that despite the handicaps a distinct gain in the movement is to be recorded. That this gain will assume more impressive proportions as time goes on hardly admits of a doubt. Stocks in the hands of the consumers are being still further reduced, so that additions will become unavoidable before long, unless a buyer of hardwoods intends to go out of business; while the policy of the mills in curtailing production makes for reduced supplies that are certain to increase the interest in offerings by reason of the growing scarcity. All indications point to an expansion in the domestic demand, with consequent improvement in prices. In fact, some of the quotations are higher than they were, it being no longer entirely a case of a buyer's market. Sellers with desirable stocks stand some chance of realizing acceptable figures, since not all of the mills are in position to take care of wants as these latter develop. The furniture factories in North Carolina, for instance, have manifested much larger requirements of late, and stocks in considerable quantities have been placed there. Other woodworking establishments are in a somewhat similar position, with every indication that a gradual revival in these enterprises will take place.

COLUMBUS

There is a slight improvement in the demand for hardwoods in Columbus and central Ohio territory during the past fortnight. Retailers are showing a slight increase in activity, especially in making inquiries. Some of the inquiries are developing into orders. Reports show that retail stocks are only fair and in some cases rather badly broken and here and there dealers are compelled to enter the market to replace broken stocks.

Factories are also showing signs of renewed buying, but this is confined to furniture, implement and vehicle concerns. Box factories are buying low grade lumber rather actively when industrial conditions are taken into consideration. Furniture factories are the best customers at this time. Mining concerns, especially those engaged in coal mining, are buying hardwoods.

Prices are rather steady at the levels which have prevailed for some time. There is more stability apparent as the wide range is disappearing. Apparently the distress lumber is gradually being absorbed and steadier prices from now on are expected. Shipments are coming out promptly. Collections are growing better as a rule. Quartered and plain oak are in fair demand and the better grades are rather scarce. Poplar is quiet but there is a better demand for ash and chestnut. Basswood is moving fairly well under the circumstances.

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Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

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Maple, Birch, Basswood, Elm, Beech



The sign to follow
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Is Business Optimism Warranted?

OUR Consultation Department has received many questions as to our opinion on the possibility of a financial panic before the end of the year. Inquirers quote economists of note as forecasting such a calamity.

The Brookmire Economic Service—The Original System of Forecasting from Economic Cycles—in predicting that fears of a panic have no reasonable basis, makes what is bound to prove the most vital prediction to American business that has been uttered in years.

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OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

CINCINNATI

A thorough canvass of the market reveals little change in the hardwood situation. Oak and gum in the upper grades have been in a little better demand. Yards are buying mainly for filling in purposes. Factories are not purchasing as freely as expected. Box and furniture makers are still running on reduced scales. Prices are at bedrock and dealers feel they can go no lower. Manufacturers have always looked upon June and July as the duller of the year and are inclined to accept the present situation as the expected drop in the market. Stocks are reported to be less than they were on June 1 and at the present rate of production it will take some time to get them to anything like normal. There continues practically no business with the chairmakers. Certainly there is little business in finish and the same is true of the railroad and export trade and the piano trade is not a very active purchaser. Buying on the part of retailers is restricted to present needs and there is no disposition to stock up for the future. There is a general feeling among the hardwood lumbermen here that business conditions will not move to any great extent one way or the other until after the July furniture exhibits. Building is not moving along in the manner in which it should. Present indications point to a grand jury investigation of the entire question of high cost in the building trades industry being made, when the new grand jury is impaneled.

INDIANAPOLIS

The demand for hardwoods in this section is confined for the most part to the retail trade. Retailers declare there is a most active demand and one that gives every promise of continuing. Indianapolis is experiencing the greatest era of residence construction in its history and finishes and the upper grades of hardwoods, including high grade floorings are having an unprecedented demand. The lower grades are little called for and the price is rather soft. The uppers, however, are strong in price and not only are steady, but give every promise of slightly higher levels. The railroads are not in the market and there is no industrial construction. However, among the industries, the furniture factories are doing some buying, as also are the box manufacturers. The automobile plants and the automobile body plants, however, are in poor shape, but executives of these plants say a dull season now is usual, regardless of conditions in other lines.

EVANSVILLE

Hardwood lumber manufacturers of Evansville and southern Indiana report that trade has been a little slow for the past two or three weeks, and that while inquiries have increased some that orders are a little slow to come in. There is a feeling on the part of the manufacturers that trade will remain a little sluggish during the months of July and August as these are generally dull months and it is not believed that this year will prove any exception to the rule. The manufacturers say that trade ought to show a little picking up after the first of September, but that they are not looking for any great improvement in business conditions at any time this year. There is a better feeling in trade circles, however, than there was at the first of the year. General business conditions are gradually getting better and collections are holding their own very well. Few of the hardwood mills in southern Indiana, southern Illinois and western and northern Kentucky are being operated at this time and stocks in most instances are rather low. Few logs are coming in and manufacturers, who have not been operating their plants, do not care to buy logs under the present conditions. It is expected that after the farmers in the south have finished their heavy work on the farm that they will start getting out logs and that quite a number will be sent to this market. Log men along the Green and Barren rivers are being speeded up and it is believed that by fall, quite a number of logs will be gotten out in that section of the state.

LOUISVILLE

Business is showing up just a shade better and it is reported by some of the local houses that cheap supplies are getting scarcer, which indicates that there will be a much better market for hardwoods a little later on in the year, and at better prices. Production continues very light as a whole. It is claimed that with the finals from the furniture shows business should pick up, as the shows have produced fairly good business this season. Some 1s and 2s in plain red oak sold the past week in Louisville for \$90, and No. 1 common red gum at \$58; No. 1 common plain white oak, \$43 and 1s and 2s, sap no defect poplar, \$75. The implement and wagon trades are taking practically no material, being at a standstill, while the jobbing trade is not adding to yard stocks, and is buying for immediate resale for the most part. A number of local houses anticipate fair fall business.

Effective July 20, the newly printed tariffs, providing for milling-in-transit at Louisville, will result in material improvement in conditions here, it is believed by the local trade. At a recent meeting of the Louisville Hardwood Club a special vote of thanks was extended to Attorney J. Van Norman, who acted as counsel for the Southern Hardwood Traffic Association in a long drawn out fight with the carriers before the Interstate Commerce Commission.

ST. LOUIS

Buying of hardwood is on a shopping basis. There have been frequent concessions below market prices. Northern hardwoods have declined substantially in price on all grades. Stiff advances in prices on best grades were made by most Southern manufacturers but this action was coincident

A NAME that should be on your inquiry list for hardwood lumber.

American Column & Lumber Company

Brunson Bldg.
COLUMBUS, OHIO

OAK & HARDWOOD
DIMENSION STOCK

Manufacturers
of
West Virginia
SOFT
YELLOW
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PLAIN
WHITE
OAK
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RED OAK
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WHITE
OAK
WHITE OAK
TIMBERS &
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CHESTNUT
BASSWOOD
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ASH
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BLACK GUM
HEMLOCK
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Southern Hardwoods
OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
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Jerome Hardwood Lumber Co.
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WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
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Thomas Forman Company
DETROIT, MICHIGAN

Lumber and Interior Finish
WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

KRAETZER-CURED GUM

Dry lumber, band sawed, edged and trimmed. Dandy widths and lengths, perfect manufacture and KRAETZER-CURING insures bright stock free from stain. We offer from our Dyersburg, Tenn., mill.

5/8 1s & 2s Sap Gum.....	3 cars
5/8 No. 1 Com. Sap Gum.....	3 cars
5/8 No. 2 Com. Sap Gum.....	4 cars
4/4 1s & 2s Sap Gum.....	1 car
4/4 No. 1 Com. Sap Gum.....	3 cars
4/4 No. 2 Com. Sap Gum.....	2 cars
5/8 No. 1 Com. Plain Red Gum.....	1 car
4/4 No. 1 Com. Plain Red Gum.....	1 car
6/4 No. 1 C&B Qtd. Red Gum.....	1 car
4/4 No. 1 C&B Qtd. Sap Gum.....	1 car
5/4 No. 1 C&B Qtd. Sap Gum.....	1 car
6/4 No. 1 C&B Qtd. Sap Gum.....	2 cars

North Vernon Lumber Mills
North Vernon, Indiana

WE WANT TO SELL *the following* Dry Northern Michigan HARDWOODS

BIRCH		ASH	
4/4" No. 1 & Selects.....	40,000'	4/4" No. 2 Com. & Btr....	100,000'
4/4" No. 2 Common.....	115,000'	HARD MAPLE	
5/4" 1sts & 2nds.....	30,000'	5/4" No. 1 Com. & Btr....	190,000'
5/4" Selects.....	35,000'	5/4" No. 2 Common.....	200,000'
5/4" No. 1 Common.....	40,000'	6/4" No. 1 Com. & Btr....	70,000'
5/4" No. 2 Common.....	200,000'	6/4" No. 1 Selects.....	12,000'
6/4" 1sts & 2nds.....	5,000'	6/4" No. 2 Common.....	175,000'
6/4" Selects.....	35,000'	8/4" No. 2 Com. & Btr....	200,000'
6/4" No. 2 Com. & Btr....	65,000'	10/4" No. 2 Com. & Btr....	20,000'
6/4" No. 2 Common.....	40,000'	SOFT MAPLE	
8/4" No. 1 Com. & Btr....	40,000'	4/4" No. 2 Com. & Btr....	100,000'
SOFT ELM		6/4" No. 2 Com. & Btr....	11,000'
6/4" No. 2 Com. & Btr....	90,000'	BASSWOOD	
		4/4" No. 1 Com. & Btr....	200,000'
		4/4" No. 2 Common.....	25,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

Band mills at

Chassell and Ontonagon, Michigan

C. H. Worchester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

with a lull in buying so the market has shown no decided changes in Southern hardwoods. Labor disputes and renewed liquidations in the automotive industry are factors in the decided lull in buying.

There has been a gradual improvement in the volume of immediate business in furniture but little contracting for future requirements. Prices are reported steady to 10 per cent lower.

BEAUMONT

The first six months of 1921 in the Texas-Louisiana hardwood market closed somewhat like the beginning. The year opened extremely dull, but since that time there has been a gradual improvement in the volume of business, at the same time a steady decline in the volume of production being very noticeable.

There was a rather sharp decline the first of the year in values. This decline continued almost without interruption until May when a decline in all grades was checked, and upper grades advanced to rather higher levels which has since been maintained. The rather broader demand which developed toward the latter end of the six months period stopped suddenly about the middle of June. The transactions the latter part of June were probably on as narrow a basis as at the beginning of the six months period.

The six months period has also convinced hardwood men that there is a new system of trading thoroughly entrenched and it is a waste of time to expect old methods to return. Manufacturers point out that it has been in process of formation for the past four years, but no one would admit its strength, or the fact that it had come here to stay. Reference is made to what is now known as "hand to mouth" buying, a phrase which is apparently destined to be accepted as a permanent condition of trade. Manufacturers are as much responsible for this condition as the consumer, although to the latter may be laid the blame or blessing, as the case might be, for crystallizing the method.

Some few orders are being offered manufacturers for future delivery on present price basis, but they are almost invariably declined. These are exceptions, for the consumer, particularly the furniture trade, will not talk about future deliveries at anything like a reasonable price.

There is a general disposition on the part of hardwood men in this section to erase from their memory abnormal conditions of 1919-21 and establish a new barometer. Too many errors have already been made, they point out, in figuring tomorrow's business on what transpired a year or more ago. There is no similarity of conditions, or future prospects between 1919 and 1921 and it is considered a mere waste of time to connect the two periods in adjusting business affairs.

NEW ORLEANS

Dullness continues to characterize the hardwood market for the New Orleans territory, including Louisiana and Mississippi, but behind the dark clouds now prevailing the proverbial silver lining is shining, and much optimism of a really intelligent and substantial character is permeating the hardwood circles in this section.

The quietness of the market for the past fortnight reached its climax during the championship prize fight and the Fourth of July holiday, when practically everybody and everything seemed to have gone on "vacation." A number of the leading local hardwood men left for Jersey City for the fight or elsewhere for the holiday, building operations were suspended and things have been very quiet indeed. But indications are that there will be more activity within the next fortnight, and many leading hardwood manufacturers and dealers throughout the lower Mississippi Valley section confidently look forward to substantial permanent business improvement early this fall.

As for prices, they have undergone practically no change worthy of note in this section for several weeks past. The general boost in prices, for which southern hardwood men were looking with much confidence some weeks ago, has been conspicuous through its failure to materialize; but, on the other hand, prices have shown a tenacious tendency to stand firm.

Production is still considerably under normal.

TORONTO

There is very little change in the hardwood situation at the present time and the demand is limited. There has been considerable price-cutting, and whenever a few inquiries have been received for a certain grade some are disposed to hold up the value, thinking that there must be a shortage. A number of firms have been in the market for No. 1 common birch, but have not been buying, as holders of stock are asking too much. On some other grades of Canadian hardwoods there has been a drop of \$20 to \$30 per M during the past week or two. Canadian firms are now being faced with a new opposition in the shape of American ash, which is selling considerably lower than Canadian birch. Unless the latter drops considerably in price, it is declared that ash will replace it in automobile construction. Some operators of hardwood mills have already finished their season's cut, which is the earliest in years, and declare, unless the outlook perceptibly improves and prices strengthen, they will not put men in the bush next year, as at present the figure for the finished article is below the cost of production all the way from five to twenty per cent.

Advertisers' Directory

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Coppock, S. P., Sons Lbr. Co.	5		
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E. & W., The, Lumber Co.	5		
East Jordan Lumber Co.	68		
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Evansville Band Mill Co.	5		
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Fullerton-Powell, The, Hardwood Lbr. Co.	5		
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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line
For two insertions.....40c a line
For three insertions.....55c a line
For four insertions.....70c a line
Eight words of ordinary length make one line.

Heading counts as two line.
No display except the business can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

Superintendent for Box Factory making hardwood box shooks, in Arkansas. Applicant must be capable of superintending entire operation. Address Box 780, Care HARDWOOD RECORD.

WANTED

Hardwood Salesman not over thirty years of age—to sell Southern Oak, Cypress, Gum—Chicago and Central Territory.

ABERDEEN LUMBER COMPANY,
Lumber Exchange Bldg.,
Chicago, Ill.

WANTED

General Manager for hardwood operation, one who is familiar with lumber in mountain districts of West Virginia. Must be capable of selling the output and take full charge. Mill is band and band re-saw. State experience and terms. Address Box 778, care Hardwood Record.

SUPERINTENDENT WANTED

For factory doing a general line of millwork and interior trim. Location is ideal for living conditions. The right man will be given every consideration and we will make him a proposition that he cannot afford to ignore. Address replies to A. F. H., care Hardwood Record.

EMPLOYMENT WANTED

PHYSICIAN AND SURGEON

Twenty-one years' experience, forty-two years of age, wishes contract practice with large lumber manufacturing company. Have had extensive contract practice and experience. Best references.

Address DR. E. MCCARTHY, 1300 Canal St., New Orleans, La.

WANTED

Situation with a reliable wholesale yard, as buyer and shipper of hardwood lumber. Have large acquaintance and trade with Ohio mills. Can give good reference. Address Box 782, care Hardwood Record.

CLASSIFIED

Advertising is the shortest route between your requirements and the party who can fill them. Makes no difference what it is you want to sell or want to buy, the classified advertising department will be able to help you most effectively and at the smallest possible cost. Send in your list to the Classified Advertising Department, HARDWOOD RECORD.

LUMBER FOR SALE

FOR SALE—LUMBER

Maple Flooring, 13/16x2 1/4" face Clear No. 1 and factory. Kiln dried, end-matched, steel polished. PIVOT CITY LUMBER CO., Indianapolis, Ind.

FOR SALE—CRATING STOCK

Hardwood, Pine or Hemlock, cut to your sizes, rough or dressed. Also have crating lumber, all kinds and thicknesses. Immediate shipment, low prices. HUNTINGTON & FINKE CO., Buffalo, N. Y.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.

C. WILSON, Halls, Tenn.

LEMON & ORANGE WOOD LUMBER

Dry, not wormy, cut 1 1/4", 1 1/2", 5/8", 3/4", 1", 1 1/2", 2 and 3 inches thick, widths from 4 to 16 inches, lengths from 2 to 6 feet. Our price for clear stock 1" thick is 40 cents per ft., and other grades and thicknesses are in proportion. Tell us what you want and we will saw it to your order. Put it through our dehydrator and make shipment of a carload within a week from receipt of order.

AMERICAN ART-WOOD CO., Ontario, Calif.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

FOR SALE

Six carloads 4/4 oak tie side lumber—8 and 8 1/2 ft. long. Four carloads 4, 4 chestnut tie side lumber 8 and 8 1/2 ft. long. Four carloads 4/4 log run poplar 8 ft. to 16 ft. long. Lumber is all on sticks and in good shipping condition.

EDWIN W. BROUSE, Receiver for
THE STEELE-ALDERFER COMPANY,
Cuyahoga Falls, Ohio.

WANTED LUMBER AND SHINGLES

HAVE STORAGE SPACE

For lumber. Can be reshipped into Canada and the East on through billing rates for 12 ft. space, \$6.00 per month or fraction of month. Space will take care of 18,000 to 27,000 ft. Unloading, measuring and inspection extra. GEO. I. MCCLURE, Clark-Palmer Aves. at M. C. R. R., Detroit, Mich.

LUMBER WANTED

WANTED

Several carloads of clear tough Oak bending plank 8' long. S. N. BROWN & CO., Dayton, Ohio.

WANTED

Car high grade inch No. 2 common plain White Oak. Car high grade inch W. & R. Oak tie siding. Detroit rate of freight. Address Box 781, Care HARDWOOD RECORD.

WANTED FOR PROMPT SHIPMENT

Two cars 5/8" No. 1 Common Plain Sap Gum, 3 cars 4/4" No. 1 Common & Better Quartered Red Gum, sap no defect. Quote best price f. o. b. Indianapolis, Indiana rate, describing stock thoroughly.

THE PURDY LUMBER CO., Inc.,
807 Second National Bank Bldg.,
CINCINNATI, OHIO.

WANTED—WALNUT LUMBER

Will buy at right price 2" and 2 1/2" thick log run Walnut from good logs; also No. 2 common and better Walnut 8/4" and 2 1/2"; also Walnut shorts and clear dimension. Must be fairly dry. Quote delivered Philadelphia, giving full description of stock.

J. RICHARD JACKSON & BRO.,
Sixteenth and Chestnut Sts.,
PHILADELPHIA, PA.

WANTED—LUMBER

3 8 to 8 4 Fas Plain White Oak.
3 8 to 8 4 No. 1 Com. Plain White Oak.
5 8, 3/4 & 4/4 Red Oak Coffin Boards.
3 8 to 8 4 Fas Qtd. White Oak.
3 8 to 8 4 No. 1 Com. Qtd. White Oak.
4, 4 to 16, 4 Fas Red Cypress.
4, 4 to 16, 4 Fas Yellow Cypress.
4, 4 to 8, 4 Fas Chestnut.

We usually buy straight carloads each thickness and grade, and pay cash. Stock to be loaded by National inspector.

Give particulars, widths, lengths, dryness, whether band or circular sawn. Mention State growth Oak as texture is important. Send us your stock and price lists. McLEAN MAHOGANY & CEDAR CO., 742 Ellicott Square, Buffalo, N. Y.

LOGS FOR SALE

FOR SALE

300,000 ft. Birch in logs. Ready to start sawing under National Rules. Offered as No. 3 Common and Better. Apply P. O. Box 6, Victoriaville, Que., Canada.

FOR SALE VENEER LOGS

From a boundary of 13,000 acres in Western North Carolina which we have now operating, have selected

4,000,000 feet Poplar Trees
2,000,000 feet Oak Trees

Nothing less than 18", some 48", smooth, straight, mellow timber. Sold standing with contract for removal as we log. Address Oak, P. O. Box 1592, Philadelphia, Pa.

LOGS WANTED

PRIME BLACK WALNUT LOGS

For veneer purposes.

YELLOW POPLAR LOGS

Cable quotation to

CHR. BRUN,
Copenhagen—Hellerup,
Denmark.

Cable Address: "Mahogany."

MACHINERY FOR SALE**FOR SALE**

A new Mitts & Merrill Chipper & Shredder. For price and specifications address BAYLESS MANUFACTURING CORPORATION, Austin, Penna.

TWO NEW VENEER DRYERS

For sale one four-section "Proctor" Dryer, one 25-plate "Merritt" Dryer, 96"x116"; also one new 64" Coe lathe and clipper. THE STANDARD VENEER CO., Portland, Maine.

FOR SALE

Port Huron Circular Mill and 25 H. P. Keck G. Traction Engine. Unusually fine equipment in excellent condition. Will take lumber in part payment. STANDARD WOODWORKING CO., Lafayette, Indiana.

SECOND HAND

Machinery is oftentimes a good buy. If you are in need of a second hand machine, this department will place you in touch with any branch of the industry. Send in your requirements and we will do the rest. HARDWOOD RECORD.

TIMBER FOR SALE**TIMBER FOR SALE**

5,500 acres directly on Seaboard Air Line Railway in West Florida, near line of Georgia and Alabama. Estimate 55,000,000 feet, mostly oak, gum, hickory and poplar. Price \$15.50 per acre. SMITH & MORGAN, Dothan, Ala.

FOR SALE

Wish to close a partnership, therefore offer at a bargain about 100 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. Location is such that shipments can be made to any point on the Great Lakes for not to exceed over \$6 per M. Address Jno. C. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

TIMBER LANDS FOR SALE**6,000 ACRE HARDWOOD TIMBER**

Cruise approximately 20,000,000 feet first growth white oak and hickory, 6,000,000 feet yellow pine. Located but a few miles from two main line railroads in South Georgia. Offered by owner, \$100,000 half cash, balance ten years. Address L. W. TRAER, Box 363, Jacksonville, Florida.

TIMBER LANDS WANTED**WANTED — TIMBERLANDS & INCOME PROPERTIES**

Any size, anywhere. Write
CHAS. A. PHILDIUS
510 E. 120th St., New York
Cedar Rapids, Iowa

ADVERTISING

Today is the best investment for the building up of business that is possible. Dividends follow advertising more surely today than ever. The Classified Department of the HARDWOOD RECORD is maintained for your benefit. Are you using it?

DIMENSION STOCK FOR SALE**FOR SALE**

Ash dimension stock cut to your order.
S. N. BROWN & CO., Dayton, Ohio.

FOR SALE—HARD MAPLE

Three cars 2½" 1st and 2nds. Exceptionally fine dry band sawn stock. Can ship immediately at attractive price. HUNTINGTON & FINKE CO., Buffalo, N. Y.

FOR SALE

1 car No. 1 Oak Felloes—2"x23¼"—3' 8".
1 car No. 1 Oak Felloes—3½"x3"—3' 4".
1 car No. 1 Oak Felloes—4¼"x3"—3' 4".
2 cars No. 1 Oak Bolsters—3½"x4½"—4' 2".
2 cars No. 1 Oak Bolsters—4"x5"—4' 2".
E. YOCOM LUMBER CO., Stilwell, Oklahoma

DIMENSION STOCK WANTED**WANTED**

Several car loads of tough Oak and Ash bending strips 1½"x1½" 8' long. S. N. BROWN & CO., Dayton, Ohio.

WANTED

One car clear Birch squares 2x2x19, also with same a few thousand 2x2x30. THE SIKES COMPANY, Philadelphia, Pa.

MAHOGANY FOR SALE**FOR SALE PHILIPPINE MAHOGANY**

Best quality, prompt shipment direct from mill. C. I. F. Quotations any port. ORIENT TRADING COMPANY, Thompson Bldg., Seattle, Washington.

LOGGING EQUIPMENT for SALE**FOR SALE—LOGGING LOCOMOTIVES**

Five to one hundred tons in weight narrow and standard gauge; rod and geared types. Also other logging equipment, car trucks, cars, skidders, etc. Rebuilt in our shops. Immediate shipment from stock.

SOUTHERN IRON & EQUIPMENT COMPANY,
Atlanta, Ga. — New Orleans, La.

RAILS FOR SALE**FOR SALE**

Two miles good 35-lb. relaying rail with fasteners. Price \$35 per ton f. o. b. Earle, Arkansas.

THE CRITTENDEN LUMBER CO.,
Earle, Ark.

PLANTS FOR SALE**FOR SALE**

Woodworking Plant in good locality, business good. For further particulars address, Box 776, Care HARDWOOD RECORD.

FOR SALE

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

TIES WANTED**WANTED**

Several thousand 6"x8"x8' sawed white oak cross ties, 6" and up face. Can use a few sawed pole ties in each carload. If you are in position to furnish one or more carloads, quote us your best price f. o. b. cars Cuyahoga Falls, Ohio, with inspection guaranteed, or we will make inspection at point of shipment at actual cost. Terms—cash upon receipt of inspection and bill of lading.

EDWIN W. BROUSE, Receiver for
THE STEELE-ALDERFER COMPANY,
Cuyahoga Falls, Ohio.

MISCELLANEOUS**WILL EXCHANGE**

For sawn lumber, Yellow Pine or Hardwoods—10,000,000 feet Yellow Pine Stumpage including some fine Gum located Georgia near Augusta. Price and Terms reasonable. Address Pine, P. O. Box 1592, Philadelphia, Pa.

LUMBER COMMISSION

Lists solicited of stocks, hardwood lumber with prices which I can offer to my trade. I sell on commission. Dimension stock and vehicle stock are specialties. ALFRED P. BUCKLEY, 100 Parkway Bldg., Philadelphia, Pa.

Saw Mill Machinery

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

Hill-Curtis Company, Kalamazoo, Mich.
1440 No. Pitcher Street

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line, Railway
Minneapolis, Minn.

Tanks For Sale

New and used, in all parts of the country

Over 4000 steel storage tanks
Over 2600 wood tanks
Over 500 tanks with agitators, jackets, etc.
Over 1800 rectangular tanks
Over 1500 glass enameled tanks
Over 1200 steel pressure tanks
Over 15 tanks and towers

We make lowest price on new tanks of any character or kind anywhere.
Chemical and mechanical equipment.

LARGEST DEALERS IN TANKS

The Curtiss-Willis Co.
30 CHURCH ST., NEW YORK, N. Y.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

FOREIGN DEPARTMENT

CHR. BRUUN

Dealer and Agent in
Hardwood and Pine Lumber and Logs
HELLERUP-COPENHAGEN
DENMARK
Cable Address: "Mahogany"

J. F. Mueller & Son Co.

Estab. 1795 **HAMBURG 27** Incorr. 1918
Cable Address: Holzmueller, Hamburg
WOOD BROKERS & AGENTS

veneers FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers
FOREIGN VENEERS
2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

LUMBER FOR SALE

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

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BEECH	5/4" No. 1 Shop
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1" Box Bds. 8-17", 40%	5/4" No. 2 Common
14' & 18' Band Sawn	YELLOW CYPRESS
1" FAS Band Sawn	4/4" No. 1 Com., 2x10", 6x6 14' & 18'
1" No. 1 Com., Bd. Sawn	KLM
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HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good widths, & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 8/4, 12/4", reg. widths, & lgths., 4 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

SEL. & BTR., brown (75-80% FAS), 4/4, 5/4", std. widths, & lgths., yr. dry; NO. 1 C. & BTR. (85% SEL. & BTR.), 8/4", std. widths, & lgths., 15 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 10/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-16/4", reg. widths & lgths., yr. or over dry. BUFFALO HDWD. CO., Buffalo, N. Y.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHE-MANN & CO., Memphis, Tenn.

NO. 1 C., 4/4", black; NO. 1 C., 5/4", white. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4-16/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4", 3" & up, reg. lgths., 6 mos. dry; COM. & BTR., 10/4, 12/4", 4" & up, reg. lgths. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 4/4, 10/4"; NO. 1 C., 4/4, 10/4"; NO. 2 C., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 3 C., 1/1", good widths, & lgths., dry. THE KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 2 C., white, 4/4, 6/4"; NO. 1 C., white, 6/4, 8/4"; NO. 2 C., white, 8/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

NO. 1 & BTR., 8/4, 10/4, 12/4", good widths, & lgths., 4 mos. dry; NO. 2 & 3 C., 4/4, 5/4, 6/4, 8/4", good widths, & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 1 & BTR., Ind. 12/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.

NO. 1 C. & BTR., 4/4-12/4", av. widths, & lgths., dry. HARRY H. MAUS, S. Bend, Ind.

NO. 1 C. & BTR., white, 8/4-16/4", reg. widths, & lgths., southern & northern, green to dry. RAY B. MAXSON, South Bend, Ind.

FAS, NO. 1 & 2 C., 10/4, 12/4", reg. widths, & lgths., yr. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. widths, & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4-12/4", reg. widths, & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 6/4, 8/4, 10/4, 12/4", reg. widths, 50% long, 6 mos. dry. D. S. WATROUS, Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. widths, & lgths.; NO. 2 C. 4/4", reg. widths, & lgths.; LOG RUN, 8/4", reg. widths, & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., NO. 2 C., both 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 6/4, 16/4", reg. widths, & lgths., 6 mos. dry. WOODRUFF-POWELL & CO., South Bend, Ind.

NO. 1 C. & BTR., white, 4/4-16/4", reg. widths, std. lgths., 1-2 yrs. dry, northern, good texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good widths, & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C., 5/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 5/4", 8 mos. dry. THE E. & W. LUMBER CO., So. Bend, Ind.

LOG RUN, 4/4", 3" & up, reg. lgths., 6 mos. dry; COM. & BTR., white, 5/4", 3" & up, reg. lgths., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 3, 4/4, 5/4; NO. 2 C. & B., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C., 5/4, 6/4", good widths, & lgths., dry; NO. 2 C., 5/4, 6/4", good widths, & lgths., dry; NO. 1 C. & BTR., 5/4, 6/4, 8/4", good widths, & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

LOG RUN, 4/4, 5/4", av. widths, & lgths., dry. HARRY H. MAUS, So. Bend, Ind.

NO. 1 C., NO. 2 C., FAS, all 4/4", reg. widths, & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4 to 12/4", reg. widths, std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BEECH

NO. 2 C. & BTR., 4/4-12/4", reg. widths, & lgths., 12 mos. & more dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

HARDWOODS FOR SALE

NO. 2 C. & BTR., 6/4", dry. E & W. LBR. CO., So. Bend, Ind.

NO. 2 C. & BTR., 5/8", 3" & up, reg. lgths., 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 5/4, 6/4, 8/4", good wdths. & lgths., dry; NO. 2 C., 5/4, 6/4", good wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

LOG RUN, 6/4, 8/4, 10/4", 60-70%, 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 & BTR. (80% NO. 1 & BTR.), 10/4", std. wdths. & lgths., 16 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 3, 4/4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4". KING MILL & LUMBER CO., Paducah, Ky.

NO. 2 C. & BTR., 5/4", good wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., yr. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", 3" & up, reg. lgths., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C., 4/4, 8/4"; NO. 2 C., 8/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

NO. 1 & 2 C., 4/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

CHESTNUT

NO. 2 C. & SD. WORMY, 4/4", good wdths., fair lgths., yr. dry. ANDES LBR. CO., Knoxville, Tenn.

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

FAS, 4/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C., 1x13 & wider, std. lgths., bone dry. CORNELIUS LBR. CO., St. Louis, Mo.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4, 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 & 3 C., 4/4", reg. wdths. & lgths., 6 mos. dry. HYDE LBR. CO., So. Bend, Ind.

BX. BDS., 4/4, 13-17" & 9-12", reg. lgths.; FAS, 4/4, 13-17" & 6-12", reg. lgths.; NO. 1 C. & SEL., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 & 2 C., 1/4", ran. wdths., 50-60%, 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1, 4/4", 10" wide, std. lgths., bone dry; SEL., 12/4", reg. wdths. std. lgths., bone dry; NO. 1 SHOP, 4/4", reg. wdths. std. lgths., bone dry; NO. 1 COM. & SHOP, 8/4", reg. wdths. std. lgths., bone dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C. & BTR., 4/4, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4, reg. wdths. & lgths.; SELS, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 SHOP, 4/4, 5/4", reg. wdths. & lgths.; NO. 1 C, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C, 4/4", 6-8-10", reg. lgths.; NO. 2 C, 4/4", 6, 8, 10 & 12"; NO. 2 C, 4/4, 5/4, 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths. std. lgths. 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 & BTR., 10/4", std. wdths. & lgths., 16 mos. dry, (80% NO. 1 & BTR.) BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 10/4, 12/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 8/4, 10/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

LOG RUN, 4/4-12/4". DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 6/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 5/4", reg. wdths. & lgths., 15 mos. dry; NO. 2 & BTR., 6/4, reg. wdths. & lgths., 16 mos. dry; NO. 1 & BTR., 8/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 & BTR., 10/4", reg. wdths. & lgths., 15 mos. dry; NO. 1 & BTR., 12/4", reg. wdths. & lgths., 5 mos. dry; NO. 3, 4/4", reg. wdths. & lgths., 15 mos. dry; NO. 3, 6/4", reg. wdths. & lgths., 6 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 4/4-12/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 10/4 & 12/4", 3" & up, reg. lgths., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 6/4, 8/4", good wdths. & lgths., dry; NO. 1 & BTR., 10/4, 12/4", good wdths. & lgths., dry; NO. 3 C., 4/4, 6/4", good wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

LOG RUN, 4/4, 6/4, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis Mo.

NO. 2 & BTR., Ind., 10/4, 12/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.

NO. 1 C. & BTR., 4/4-12/4", av. wdths. & lgths., dry. HARRY H. MAUS, So. Bend, Ind.

NO. 2 C. & BTR., southern & northern, 4/4-12/4", reg. wdths. & lgths., dry. RAY B. MAXSON, South Bend, Ind.

NO. 2 C. & BTR., Ind. 8/4, 10/4", good wdths., 10 mos. dry. POWELL-MYERS LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., 6/4, 10/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, NO. 1 & 2 C., northern, 8/4, 12/4", reg. wdths. & lgths., 8 mos. dry. JOHN I. SHAFFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths.; NO. 3 C., 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4 & 12/4", reg. wdths. & lgths., 10 mos. dry. J. V. STIMSON, Huntingburg, Ind.

ELM—ROCK

GOOD NO. 2 & BTR., 4/4" jackets, std. wdths. & lgths., 15 mos. dry; GOOD NO. 2 & BTR., 8/4", std. wdths. & lgths., 15 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 8/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

GUM—PLAIN RED

NO. 1 C., 1/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4". DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 3/8", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 1 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry, band or circular sawn. RAY B. MAXSON, South Bend, Ind.

NO. 1 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 2 & BTR., 6/4, ran. wdths. 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 & BTR., 4/4, 5/4". DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 5/8-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., band or circular sawn. RAY B. MAXSON, South Bend, Ind.

NO. 1 C. & BTR., 4/4, 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths., 9 mos. dry. J. V. STIMSON, Huntingburg, Ind.

BX. BDS., 4/4", 13-17", 50% long, 6 mos. dry. D. S. WATROUS, Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., SND., 5/4, 6/4, 8/4", reg. wdths. & lgths., 4 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, std., 8/4", ran. wdths., 50% 14 & 16", 6 mos. & more dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., SND., 8/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

FAS, SND., 8/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 1 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., SND., 6/4, 8/4", reg. wdths. & lgths., 9 mos. dry. J. V. STIMSON, Huntingburg, Ind.

COM & BTR., 4/4, 8/4", reg. wdths., 50% long, 6 mos. dry. D. S. WATROUS, Memphis, Tenn.

NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

HARDWOODS FOR SALE

GUM—MISCELLANEOUS

NO. 2 C., qtd. & pl., 1 1/2", reg. wdths. & lgths., 4 mos. dry. NO. 1 C. & BTR., reg. wdths. & lgths., 4 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., qtd., black, 4/4", ran. wdths., 50% 14 & 16", 6 mos. and more dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., R&S, 1 1/2", LOG RUN, tupelo, 1 1/2", GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., 1 1/2", reg. wdth. & lgth., 10 mos. dry. HYDE LBR. CO., South Bend, Ind.

FAS, pl. tupelo, 1 1/2", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

FAS, black, 1 1/2", good wdths. & lgths., 1 mos. dry. DOG BDS., NO. 2 & BTR., 6/1, 8/1", good wdths. & lgths., 1 mos. dry. NO. 2 C., tupelo, 4 1/2", good wdths. & lgths., 1 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, qtd., black, 1 1/2", 60% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4, 6/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HICKORY

NO. 2 C. & BTR., 8/4 & 10/1", reg. wdths. & lgths., 8 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, 8/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. MILL RUN, pecan, 8/4" ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. or more dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4, 8/1", 3" & up, reg. lgths., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, crating, 3/4", KING MILL & LUMBER CO., Paducah, Ky.

NO. 2 & BTR., 6/1 & 8/4", LONG-KNIGHT LBR. CO., Indianapolis, Ind.

NO. 2 & BTR., 4/4-12/1", reg. wdths. & lgths., 3-12 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 2 C. & BTR., 4/4, 6/4", 7/4, 8/4, 16/4" WOOD-MOSAIC CO., INC., Louisville, Ky.

MAGNOLIA

NO. 1 & 2 C., 4/4, 8/4", 60% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", ran. wdths. & lgths., 10 mos. dry. WOODRUFF-POWELL LBR. CO., South Bend, Ind.

MAHOGANY

ALL GRADES, all thicknesses, especially fine dry stock, 3" & 4". FREIBERG MAHOGANY CO., Cincinnati, O.

NO. 2 & BTR., Mex., 1/4, 5/4, 6/4, 8/4, 12/4", KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., (80% NO. 1 & BTR.), 10/4", std. wdths. & lgths., 16 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. or more dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 12/1", G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 3/8, 4/4", 3" & up, reg. lgths., 6 mos. dry. COM. & BTR., 5/4, 6/4", 3" & up, reg. lgths., 4 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4, 12/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 1/4, 5/4, 6/4, 8/4, 12/4", good wdths. & lgths., dry. NO. 3 C., 1/4, 5/4, 6/4, 8/4-12/4", good wdths. & lgths., dry. KNEFLAND-PIGLOW CO., Chicago, Ill.

NO. 1 C., 8/4", COM. & BTR., 12/4", LONG-KNIGHT LBR. CO., Indianapolis, Ind.

FAS, with 30% SEL., 4/4", reg. wdths. & lgths., dry. NO. 3 C., 4/4", reg. wdths. & lgths., dry. NO. 1 C. & BTR., 8/1", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 8/4", DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 1/4, 12/4", GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 10/4, 8/4", worm holes no d. l. dry. E. & W. LUMBER CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4", QTD., 5/4, 6/4, 8/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 8/4", good wdths. & lgths., 1 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 & BTR., 10/4", LONG-KNIGHT LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4-12/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

FAS, 4/4", good wdths., fair lgths., 18 mos. dry. ANDES LBR. CO., Knoxville, Tenn.

NO. 1 C., 5/4", BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 5/8, 3/4", NO. 2 C., 5/8", NO. 3 C., 5/8 & 3/4", DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 & BTR., 4/4-6/4", DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4-8/4", GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4", 3" & up, reg. lgths., yr. dry. COM. & BTR., 5/4, 11" & up, reg. lgths., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths., 6 mos. dry. NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

COM. & BTR., 6/4", NO. 1 C., 8/4", FAS, Ind., 5/4", NO. 1 C., Ind., 5/4", LONG-KNIGHT LBR. CO., Indianapolis, Ind.

NO. 1 & 2 C., 4/4, 5/4, PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4-8/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 5/4, 8/4", reg. wdths., 50% long, 6 mos. dry. D. S. WATROUS, Memphis, Tenn.

FAS, 4/4, 6/4", NO. 1 C., 4/4", NO. 2 C., 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8", 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C. & 3 C., 4/4", reg. wdths. & lgths.; BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C., 1/4", BROWN-EVERTS LBR. CO., Memphis, Tenn.

COM. & BTR., 5/8", 3" & up, reg. lgths., 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 & 2 C., 1/4", 60% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 1/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4 & 5/4", reg. wdths. & lgths., 6-12 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C., 4/4, 5/4", NO. 2 C., 1/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

FAS, 1/4", good wdths., fair lgths., 18 mos. dry. NO. 1 C., 4/4", good wdths., fair lgths., yr. dry. ANDES LBR. CO., Knoxville, Tenn.

FAS, 8/4", G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4, 5/4, 8/4", GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4", 3" & up, reg. lgths., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C., 3/8", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", 60% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 1/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4-8/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 5/4", reg. wdths., 50% long, 6 mos. dry. D. S. WATROUS, Memphis, Tenn.

NO. 1 C., 5/4", 4/4", NO. 2 C., 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 C., NO. 2 C., both 4/4", fair wdths., good lgths., 18 mos. dry. ANDES LBR. CO., Knoxville, Tenn.

NO. 1 C. & SEL., 3/4", DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 & BTR., 5/8-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4", G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 3/8, 1 1/2 & 5/8", 3" & up, reg. lgths., 4 mos. dry. COM. & BTR., 4/4", 3" & up, reg. lgths., 6 mos. dry. WORMY, 4/4", 3" & up, reg. lgths., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C., 4/4, 2 1/2-5 1/2", reg. lgths., 5 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 1 & 2 C., 1/4", LONG-KNIGHT LBR. CO., Indianapolis, Ind.

NO. 1 & 2 C., 4/4, 5/4, 6/4", 60% 14 & 16", band sawn, 5-15 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8-8/4", reg. wdths. & lgths., 6-12 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, NO. 1 C., both 6/4", reg. wdths., 50% long, 6 mos. dry. COM. & BTR., 4/4, 5/4, 8/4", reg. wdths., 50% long, 6 mos. dry. D. S. WATROUS, Memphis, Tenn.

NO. 1 C., 4/4, 5/4, 6/4", NO. 2 C., 3/4, 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers, Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building, Columbus, Ohio

(*See page 28)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.
MEMPHIS, TENN., U. S. A.

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, POKENS and RICHWOOD,
WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 10)
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 10)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 1)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 7)
6,000,000 Feet of Oak Always on Hand 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 10)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 10)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page 10)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 10)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 10)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Baltimore, Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 11)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 20)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A, B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 70)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page —)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 22)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 39)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 72)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

HARDWOODS FOR SALE

FAS, NO. 1 C., both 5/8", 1 1/4", 1 1/2", 1 3/4", reg. wtds. & lgths.; NO. 2 & 3 C., 1 1/2", reg. wtds. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wtds. & lgths., 2 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4", pl. reg. wtds. & lgths., yr. or more dry; NO. 2 C. & BTR., qtd. 4/4-16/4", reg. wtds. & lgths., yr. or more dry. BUFFALO HDWD LBR. CO., Buffalo, N. Y.

SD. WORMY, 8/4", ran. wtds., 50-60% 14 & 16", 6 mos. & over dry; COM. & BTR., pl. 8/4", ran. wtds., 50-60% 14 & 16", 6 mos. & over dry; TRAM PLANK, pl. 8/4", ran. wtds., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

BRIDGE PLANK, 8/4", reg. wtds., std. lgths., bone dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., R. & W., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SD. WORMY, 4/4", 65% 14 & 16", av. 10" (av. wtds. & lgths.), 12 mos. dry. NO. 3 C., 4/4", reg. wtds. & lgths., yr. dry. HYDE LBR. CO., South Bend, Ind.

CORE stock, pl., 4/4", reg. wtds. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

SD. WORMY, 4/4", good wtds. & lgths., 4 mos. dry; NO. 3 & BTR., 4/4", good wtds. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 1 C. & BTR., 4/4 & 5/4", av. wtds. & lgths., dry. HARRY H. MAUS, South Bend, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

PINE

NO. 2 C. & BTR., white, 4/4, 5/4, 6/4", good wtds. & lgths., yr. dry. ANDES LBR. CO., Knoxville, Tenn.

POPLAR

NO. 1 C., 4/4", good wtds. & lgths., yr. dry, circular sawn; NO. 3 C., 4/4", good wtds. & lgths., yr. dry; NO. 1 C. & BTR., 6/4", good wtds. & lgths., yr. dry. ANDES LBR. CO., Knoxville, Tenn.

NO. 1 & 2 C., 4/4", reg. wtds. & lgths., 8 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-16/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD LBR. CO., Buffalo, N. Y.

NO. 1 C., 7/8", reg. wtds., std. lgths., bone dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 & BTR., 4/4, 8/4". DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 5/8", reg. wtds. & lgths., 9 mos. dry; COM. & BTR., 4/4", reg. wtds. & lgths., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", 60% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4", reg. wtds. & lgths., 6-12 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, SND., 8/4", av. 12" wide, 50% long, 6 mos. dry; NO. 1 C., 8/4", av. 10", 50% long, 6 mos. dry; NO. 1 & 2, 4/4", reg. wtds., 50% long, 6 mos. dry. D. S. WATROUS, Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", ran. wtds. & lgths., 8 mos. dry. WOODRUFF-POWELL LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., 5/8-16/4", reg. wtds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/8, 4/4", reg. wtds. & lgths.; FAS, sap, 5/8", reg. wtds. & lgths.; NO. 1 C., 5/8"-4/4", reg. wtds. & lgths.; NO. 2 A. & B. C., 4/4", reg. wtds. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4", ran. wtds., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5/4". DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4", good wtds. & lgths., 4 mos. dry; NO. 2 & 3, 4/4", good wtds. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 6/4", 60% 14 & 16", 5-15 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

WALNUT

COM. & BTR., 1/2 & 5/8", reg. wtds. & lgths., yr. dry; COM. & BTR., 4/4", reg. wtds. & lgths., 2 yrs. dry; COM. & BTR., 5/4, 6/4, 8/4", reg. wtds. & lgths., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 4/4", reg. wtds. & lgths., 6-12 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 4/4", ran. wtds. & lgths., 6 mos. dry. WOODRUFF-POWELL LBR. CO., South Bend, Ind.

NO. 1 C. & BTR., 1/2"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4, 5/4, 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS

FLOORING

MAPLE

NO. 1, 13/16" x 2 1/4", 2" & 1-1/16" x 2 1/4", reg. lgths.; FACTORY, 13/16" x 2 1/4, 3 1/4 & 2", reg. lgths.; FACTORY, 1-1/16" x 2 1/4 & 3 1/4", reg. lgths. STRABLE LBR. & SALT CO., Saginaw, Mich.

DIMENSION STOCK

OAK

CLEAR, 2 x 2-19", yr. dry. THE E. & W. LBR. CO., South Bend, Ind.

CLEAR, 1 1/2x1 1/2x19, 9 mos. dry; CLEAR, 2x2x19, 9 mos. dry; CLEAR, 1 3/4x1 3/4x19, 9 mos. dry. POWELL-MYERS LBR. CO., South Bend, Ind.

WALNUT

SQUARES, black, 6-8-10/4", ran. lgths. KOSKE, SHOE & SCHLEYER CO., St. Bernard, O.

HARDWOOD

CRATING, No. 3, mixed, 4/4". KING MILL & LUMBER CO., Paducah, Ky.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, 12-30", 62-86". GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/8", 6-36", 62-96", 1/16, 12-30", 62-96", 1/20, 12-30", 62-96"; 1/8, all clear, 12-30, 86-96"; SHEET STOCK, red, 1/8", 12-30", 86-96". GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, red, 6-30, 72-96". GEO. L. WAETJEN & CO., Milwaukee, Wis.
thicknesses, also butts. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

HONDURAS & AFRICAN, ALL GRADES & thicknesses, also butts. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

PLAIN & CURLY, qtd. sawed, 1/20 & 1/16, good figure, smooth; PLAIN & CURLY, qtd. sliced, 1/24, good figure, smooth. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

NORTHERN RED, 1/8", 6-36", 86-96", 1/8" sawn northern, 10-13", 12 & longer; WHITE NORTHERN, 1/8", 6-36, 62-96"; CORE STOCK, 1/8, 8-30, 62-96; QTD. SAWN WHITE, 1/8, 6-12, 10 & longer. QTD. SAWN WHITE, 1/20, 6-12, 10" & longer. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10" long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches, 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QTD. SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

MANUFACTURERS**NORTHERN
Hardwoods
and Hemlock***Inquiries Are Solicited***The Kneeland-Bigelow
Company***Manufacturers of Hardwood Lumber***Bay City****Michigan****Dimension Stock**

NOW ON HAND

Maple, Beech and Birch*Clear and Bundled*

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.*Sales Department* **CADILLAC, MICHIGAN****Wistar, Underhill & Nixon****PHILADELPHIA, PENNSYLVANIA****Manufacturers of CYPRESS and GUM****R. HANSON & SONS, Grayling, Mich.****UNSOLD BEECH**

360M 70M 200M
4/4..No. 2 & Bet. 6/4..No. 2 & Bet. 6/4..No. 3 Com.
SEND US YOUR INQUIRIES

HARDWOODS FOR SALE

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

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SLICED, good figure, also butts, 1/28"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind.

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**CROSS BANDING AND
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ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS**BIRCH**

THREE PLY, 1/8x24x48, G2S; FIVE PLY, 3/8x36x72, G1S, 3/8x24x72, G2S, 3/8x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

OAK

PLAIN RED, FIVE PLY, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x60, 2S, 3/8x30x60, 2S, 3/8x24x72, 2S, 3/8x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

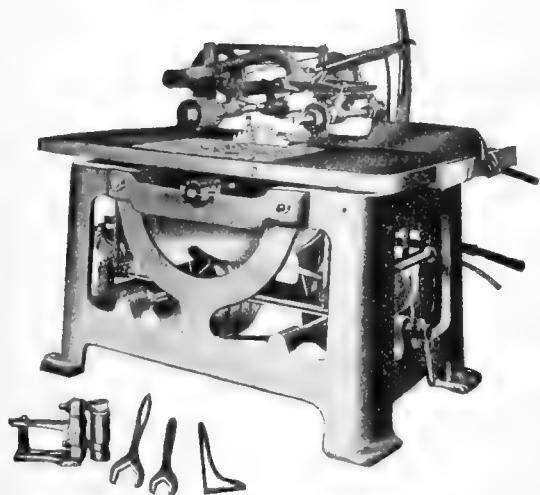
YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

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Easiest Handling

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Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

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has a positive and powerful feed which handles the heaviest material as readily as the lightest.

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CITY BANK BUILDING
NEW ORLEANS, LA.

Exporters of All Kinds of
HARDWOOD LUMBER

We Offer for Quick Shipment

ASH	MAPLE
4-4" No. 2 C. & B... 4 mos. dry	4-4-5/4-6-4" No. 1 Com. & Btr..... 6 mos. dry (End Dried White)
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EAST JORDAN, MICHIGAN

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DO YOU KNOW—

THAT in April building contracts in twenty-five of the northeastern states amounted to \$250,000,000?

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Get ready; the time is coming when you will need

Atkins Silver Steel Saws

*Write for literature descriptive of
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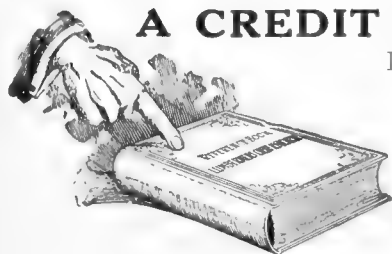
SALT LICK KENTUCKY

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Complete stock of 3/8" and 13/16" in all standard widths



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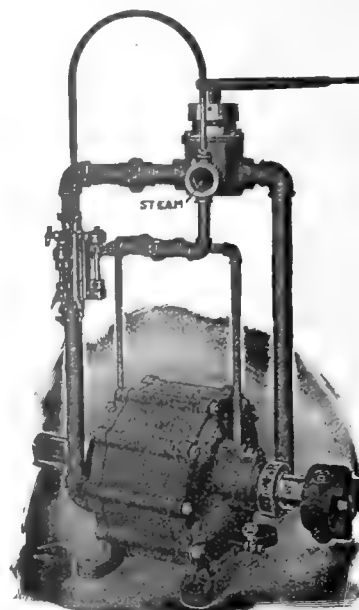
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depends the getting out of lumber at least cost.

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"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
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WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
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In offering this desirable material we wish to emphasize that it is distinguished from the Southern variety and is characterized by the fact that in the lower grades peck and shake are almost entirely lacking, small sound knots being the principal defect. Sound workable boards are thus guaranteed.

We have on hand now a plentiful stock of 4/4, 5 4 and 6/4" selects and No. 1 shop—"Old Grade." Our No. 1 and No. 2 Common grades are also put up in 6", 8", 10" and 12" widths, running practically all 14 and 16'.

Our full offering of this material should appeal to manufacturers of trim, coffins, boxes and other products using cypress where truly superior product would be appreciated.

In addition we offer as usual our well assorted stock of St. Francis basin hardwoods, sold on guaranteed grades. **NOTHING PICKED OUT.** Can surface or resaw as desired.

Band Mills: Deering, Mo.

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Poplar **Plain Oak**

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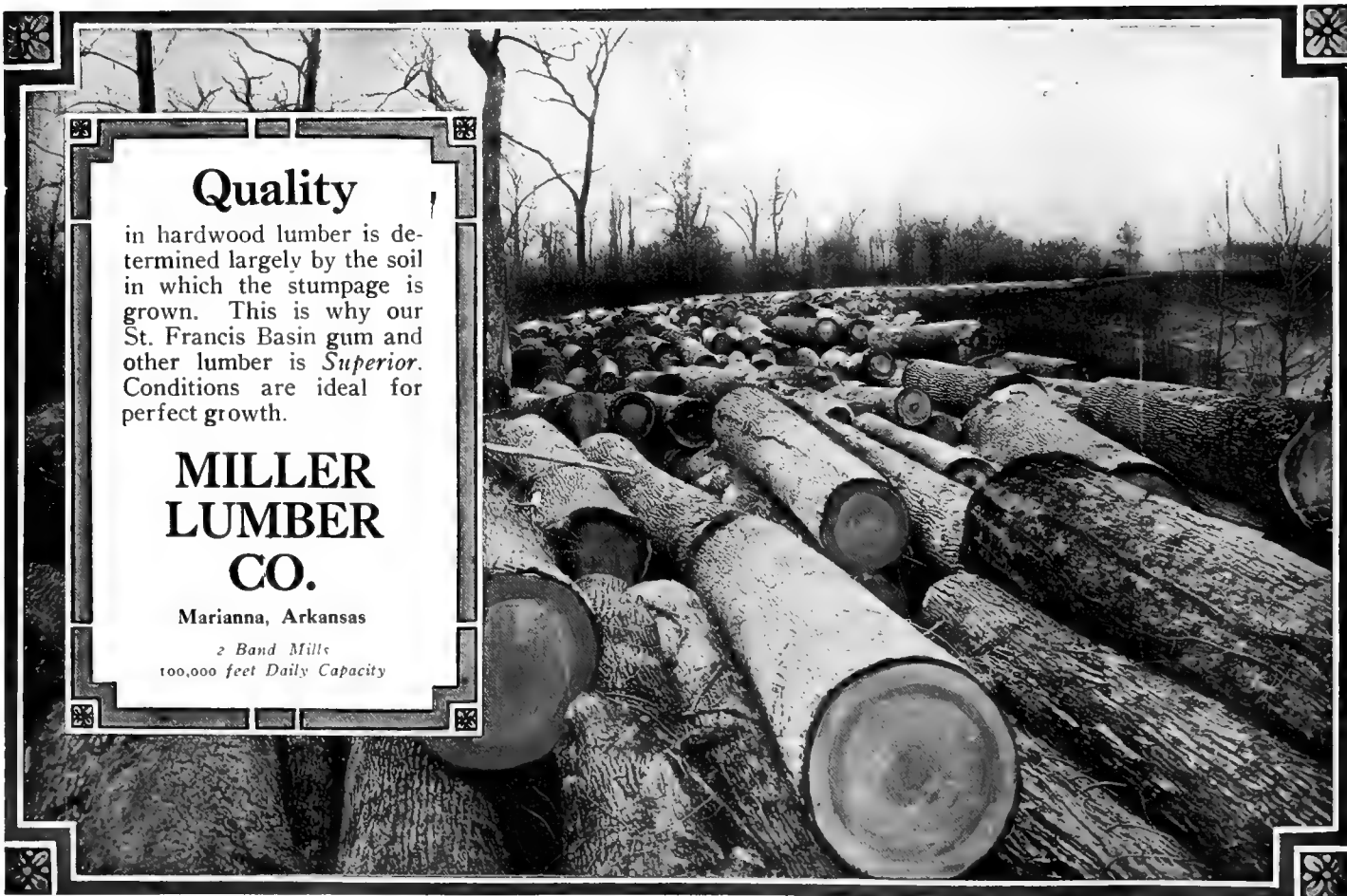
Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

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100,000 feet Daily Capacity



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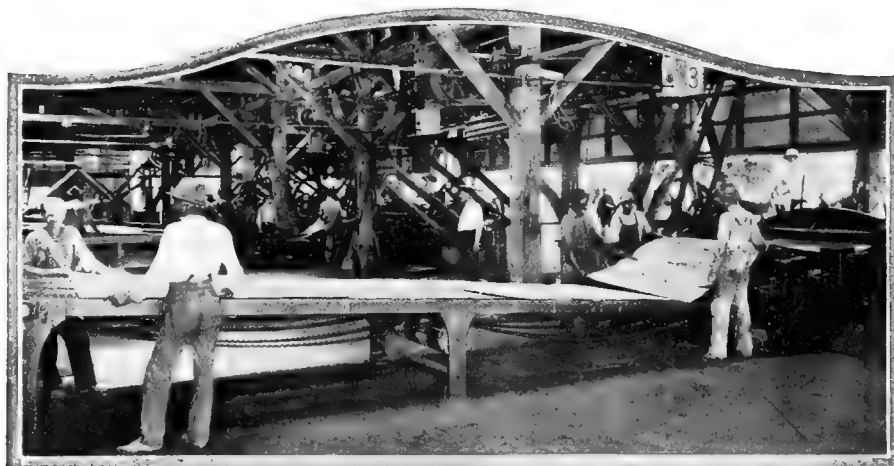
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MILLIONS OF FEET OF DRY STOCK
FOR IMMEDIATE SHIPMENT

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Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

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Southern Hardwood Manufacturers

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Gateway for the Best Forest Products
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Many hardwood items are today selling far below cost. Such lines are admittedly good property and many experienced buyers are already protecting their futures. Marinette offers a splendid gateway for investigation of the most important region of northern hardwood lumbering and the stocks at Sawyer-Goodman mills make it possible to quickly fill any present or future requirement with the utmost satisfaction. Two generations of successful manufacture behind every foot of our production.

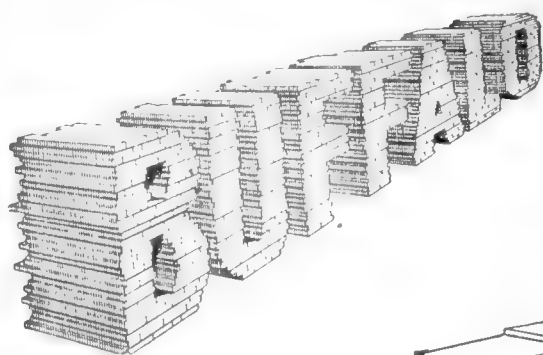
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Do you
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We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

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A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

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Specialties: Cherry, Walnut & Pacific Coast Woods

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We Specialize in WHITE ASH, OAK and MAPLE

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SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

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Native Hard and Softwoods
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Oak, Gum, Cottonwood, Elm, Ash, Tupelo

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Fir, Spruce, Hemlock, Cedar, White Pine

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QUALITY SERVICE
Northern and Southern Hardwoods

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Service Yard at Logansport, Ind.
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Must Go Today!
1 to 12/4 Common and Better Plain Red and White Oak
6 to 12/4 Common and Better Quartered Red Gum, S&D
6 to 12/4 Log Run Elm
4 to 16/4 Common and Better White Ash

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EVERYTHING in HARDWOODS
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SPECIALIZING IN
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Main Office: South Bend, Indiana
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HEAVY OAK IS OUR SPECIALTY

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The Coming Hardwood Lumber City



A Service That Is Worth Your Attention

WE OFFER THE FOLLOWING DRY STOCK

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(No. 1C & Better)

5/4" x 10" & wider.....	2 cars
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6/4" No. 2 & Better.....	3 cars
8/4" No. 2 & Better.....	3 cars
12/4" No. 1 & Better.....	3 cars

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Complete assortment of dry Merchantable Hemlock. Can ship straight or mixed cars milled to order.

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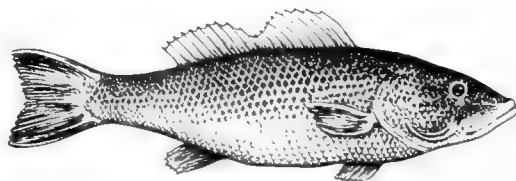
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Few Northern operators are as well equipped as we are to handle large yard and industrial requisitions. Our five band mills, cutting 100,000,000 feet annually of Hardwoods, Pine and Hemlock—in addition to our complete planing mill facilities—enable us to handle your every requirement in Northern woods.

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WHILE PRESENT ORDERS ARE AS A RULE SMALL, THEY WILL SERVE WELL FOR A TRIAL. LET US FIGURE WITH YOU.

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CHARLES W. FISH LUMBER COMPANY, ELCHO, WISCONSIN

MEMPHIS

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MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

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LUMBER VENEERS



MEMPHIS

Specializing in Quartered Red Gum SAP NO DEFECT

Regular Widths and Lengths

QUARTERED WHITE OAK	4 1/2" Sound Wormy ... 10 mos
1 1/2" No. 1 Common ... 10 mos	
5 1/2" FAS 6" & 10' ... 4 mos	
5 1/2" No. 1 Common ... 6 mos	
6 1/2" FAS ... 6 mos	
6 1/2" No. 1 Common ... 8 mos	
PLAIN WHITE OAK	
1 1/2" No. 1 Common ... 8 mos	
1 1/2" No. 2 Common ... 8 mos	
QUARTERED RED OAK	
1 1/2" FAS 6" & 10' ... 10 mos	
1 1/2" FAS 10" & 11' ... 8 mos	
5/8" No. 1 Common ... 8 mos	
PLAIN RED OAK	
1/4" No. 1 Common ... 10 mos	
1 1/2" No. 2 Common ... 10 mos	

The Mossman Lumber Co., Inc.

ASH	1 1/2" Log Run ... 17,000'
4 1/2" Log Run ... 17,000'	
8 1/2" Log Run ... 4 mos	
10 1/2" Log Run ... 4 mos	
COTTONWOOD	4 1/2" Log Run ... 4 mos
CYPRESS	1 1/2" No. 1 Com. & Btr. ... 70,000'
6 1/2" No. 1 Shd. & Btr. ... 6 mos	
ELM	4 1/2" Log Run ... 12,000'
8 1/2" Log Run ... 4 mos	
10 1/2" Log Run ... 4 mos	
PLAIN RED GUM	5 1/2" No. 1 Com. & Btr. ... 10,000'
4 1/2" No. 1 Common ... 35,000'	
PLAIN SAP GUM	4 1/2" 1s & 2s ... 40,000'
4 1/2" No. 1 Common ... 150,000'	
4 1/2" No. 2 Common ... 75,000'	
4 1/2" No. 3 Common ... 30,000'	

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Office: Bank of Commerce and Trust Building

ASH

Now Cutting 300,000 Feet

very fine tough textured
ash. Can cut special stock.
Write me about your requirements.

D. S. WATROUS

805 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	6 1/2" No. 1 Common ... 100,000'
3/4" No. 2 Com. & Btr. ... 11,000'	
4 1/2" No. 1 Common ... 16,000'	
5 1/2" 1s & 2s ... 15,000'	
5 1/2" No. 1 Common ... 50,000'	
6 1/2" 1s & 2s ... 12,000'	
6 1/2" No. 1 Common ... 16,000'	
PLAIN RED OAK	
1 1/2" No. 1 Common ... 7,000'	
1 1/2" No. 2 Common ... 6,000'	
4 1/2" No. 3 Common ... 150,000'	
QUARTERED RED GUM	
4 1/2" No. 1 Com. & Btr. ... 50,000'	
5 1/2" No. 1 Common ... 10,000'	

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.

Sales Office: MEMPHIS, TENN.

WHITE ASH
5 1/2" No. 1 Com. & Btr. ... 50,000'

5 1/2" No. 2 Com. & Btr. ... 1,000'

8 1/2" No. 2 Com. & Btr. ... 50,000'

PLAIN SAP GUM

5 1/2" No. 1 Com. & Btr. ... 10,000'

5 1/2" No. 2 Com. & Btr. ... 10,000'

5 1/2" No. 3 Com. & Btr. ... 10,000'

5 1/2" No. 4 Com. & Btr. ... 10,000'

5 1/2" No. 5 Com. & Btr. ... 10,000'

5 1/2" No. 6 Com. & Btr. ... 10,000'

5 1/2" No. 7 Com. & Btr. ... 10,000'

5 1/2" No. 8 Com. & Btr. ... 10,000'

5 1/2" No. 9 Com. & Btr. ... 10,000'

5 1/2" No. 10 Com. & Btr. ... 10,000'

5 1/2" No. 11 Com. & Btr. ... 10,000'

5 1/2" No. 12 Com. & Btr. ... 10,000'

5 1/2" No. 13 Com. & Btr. ... 10,000'

5 1/2" No. 14 Com. & Btr. ... 10,000'

5 1/2" No. 15 Com. & Btr. ... 10,000'

5 1/2" No. 16 Com. & Btr. ... 10,000'

5 1/2" No. 17 Com. & Btr. ... 10,000'

5 1/2" No. 18 Com. & Btr. ... 10,000'

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5 1/2" No. 31 Com. & Btr. ... 10,000'

5 1/2" No. 32 Com. & Btr. ... 10,000'

5 1/2" No. 33 Com. & Btr. ... 10,000'

5 1/2" No. 34 Com. & Btr. ... 10,000'

5 1/2" No. 35 Com. & Btr. ... 10,000'

5 1/2" No. 36 Com. & Btr. ... 10,000'

5 1/2" No. 37 Com. & Btr. ... 10,000'

5 1/2" No. 38 Com. & Btr. ... 10,000'

5 1/2" No. 39 Com. & Btr. ... 10,000'

5 1/2" No. 40 Com. & Btr. ... 10,000'

5 1/2" No. 41 Com. & Btr. ... 10,000'

5 1/2" No. 42 Com. & Btr. ... 10,000'

5 1/2" No. 43 Com. & Btr. ... 10,000'

5 1/2" No. 44 Com. & Btr. ... 10,000'

5 1/2" No. 45 Com. & Btr. ... 10,000'

5 1/2" No. 46 Com. & Btr. ... 10,000'

5 1/2" No. 47 Com. & Btr. ... 10,000'

5 1/2" No. 48 Com. & Btr. ... 10,000'

5 1/2" No. 49 Com. & Btr. ... 10,000'

5 1/2" No. 50 Com. & Btr. ... 10,000'

5 1/2" No. 51 Com. & Btr. ... 10,000'

5 1/2" No. 52 Com. & Btr. ... 10,000'

5 1/2" No. 53 Com. & Btr. ... 10,000'

5 1/2" No. 54 Com. & Btr. ... 10,000'

5 1/2" No. 55 Com. & Btr. ... 10,000'

5 1/2" No. 56 Com. & Btr. ... 10,000'

5 1/2" No. 57 Com. & Btr. ... 10,000'

5 1/2" No. 58 Com. & Btr. ... 10,000'

5 1/2" No. 59 Com. & Btr. ... 10,000'

5 1/2" No. 60 Com. & Btr. ... 10,000'

5 1/2" No. 61 Com. & Btr. ... 10,000'

5 1/2" No. 62 Com. & Btr. ... 10,000'

5 1/2" No. 63 Com. & Btr. ... 10,000'

5 1/2" No. 64 Com. & Btr. ... 10,000'

5 1/2" No. 65 Com. & Btr. ... 10,000'

5 1/2" No. 66 Com. & Btr. ... 10,000'

5 1/2" No. 67 Com. & Btr. ... 10,000'

5 1/2" No. 68 Com. & Btr. ... 10,000'

5 1/2" No. 69 Com. & Btr. ... 10,000'

5 1/2" No. 70 Com. & Btr. ... 10,000'

5 1/2" No. 71 Com. & Btr. ... 10,000'

5 1/2" No. 72 Com. & Btr. ... 10,000'

5 1/2" No. 73 Com. & Btr. ... 10,000'

5 1/2" No. 74 Com. & Btr. ... 10,000'

5 1/2" No. 75 Com. & Btr. ... 10,000'

5 1/2" No. 76 Com. & Btr. ... 10,000'

5 1/2" No. 77 Com. & Btr. ... 10,000'

5 1/2" No. 78 Com. & Btr. ... 10,000'

5 1/2" No. 79 Com. & Btr. ... 10,000'

5 1/2" No. 80 Com. & Btr. ... 10,000'

4 1/2" No. 1 Common ... 200,000'

4 1/2" No. 2 Common ... 50,000'

5 1/2" No. 1 Common ... 50,000'

QUARTERED RED GUM

1 1/2" No. 1 Com. & Btr. ... 10,000'

1 1/2" No. 2 Com. & Btr. ... 10,000'

PLAIN RED OAK

5 1/2" No. 1 Com. & Btr. ... 100,000'

3/4" No. 1 Com. & Btr. ... 100,000'

4 1/2" No. 1 Common ... 200,000'

4 1/2" No. 2 Common ... 100,000'

QUARTERED RED OAK

4 1/2" No. 1 Com. & Btr. ... 100,000'

4 1/2" No. 2 Common ... 50,000'

PLAIN WHITE OAK

4 1/2" No. 1 Common ... 50,000'

1/4" No. 2 Common ... 30,000'

QUARTERED WHITE OAK

4 1/2" No. 1 Common ... 50,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

PLAIN RED OAK	5 1/2" 1s & 2s ... 15,000'
5 1/2" No. 1 Com. & Btr. ... 16,000'	
3 1/2" No. 1 Common ... 60,000'	
3 1/2" No. 2 Common ... 30,000'	
4 1/2" 1s & 2s ... 15,000'	
6 1/2" No. 1 Common ... 10,000'	
6 1/2" No. 2 Common ... 5,000'	
6 1/2" No. 3 Common ... 10,000'	
PLAIN MIXED OAK	
5 1/2" Sound Wormy ... 20,000'	
5 1/2" No. 1 Common ... 20,000'	
5 1/2" Sound Wormy ... 20,000'	
3 1/2" No. 3 Common ... 40,000'	
4 1/2" Sound Wormy ... 40,000'	
4 1/2" No. 3 Common ... 30,000'	
QUARTERED RED GUM	
4 1/2" No. 1 Com. & Btr. ... 40,000'	
6 1/2" No. 1 Com. & Btr. ... 30,000'	
8 1/2" No. 1 Com. & Btr. ... 30,000'	
PLAIN RED GUM	
1 1/2" No. 1 Com. & Btr. ... 12,000'	

Mark H. Brown Lumber Co.

WHITE ASH	4 1/2" FAS, 6-9", 8-10' ... 1 car
4 1/2" FAS, 6-9", 8-10' ... 1 car	
5 1/2" FAS, 6-9", 8-10' ... 1 car	
6 1/2" FAS, 6-9", 8-10' ... 1 car	
8 1/2" FAS, 6-9", 8-10' ... 5 cars	
10 1/2" FAS, 6-9", 8-10' ... 5 cars	
12 1/2" FAS, 6-9", 8-10' ... 2 cars	
16 1/2" FAS, 6-9", 8-10' ... 2 cars	
4 1/2" FAS, 10-11", 10-16' ... 1 car	
1 1/2" FAS, 12", 10-16' ... 1 car	
8 1/2" FAS, 12", 10-16' ... 1 car	
12 1/2" FAS, 13" up, 10-16' ... 1 car	
1 1/2" No. 1 C, 3" up, 4-16' ... 5 cars	
5 1/2" No. 1 C, 3" up, 4-16' ... 5 cars	
6 1/2" No. 1 C, 3" up, 4-16' ... 4 cars	
8 1/2" No. 1 C, 3" up, 4-16' ... 4 cars	
10 1/2" No. 1 C, 3" up, 4-16' ... 4 cars	
12 1/2" No. 1 C, 3" up, 4-16' ... 4 cars	
16 1/2" No. 1 C, 3" up, 4-16' ... 4 cars	
4 1/2" No. 1 C, 3" up, 4-16' ... 1 car	
SAP GUM	
5 1/2" No. 1 Com. & Btr. ... 10,000'	
COTTONWOOD	
1 1/2" No. 1 Com. & Btr. ... 10,000'	
CYPRESS	
1 1/2" Nos. 1 & 2 Com. ... 10,000'	
PLAIN WHITE OAK	
1 1/2" Nos. 1 & 2 Com. ... 1 car	

Dudley Lumber Company

HARDWOODS

MEMPHIS

Average Widths and Lengths 10 Months' Dry

4 1/4" Log Run	3 cars	1 1/4" Log Run	1 car
5 1/4" Log Run	1 car	HICKORY	3 cars
10 1/4" Log Run	7 cars	MAGNOLIA	1 car
COTTONWOOD		QUARTERED RED OAK	1 car
6 1/4" Dog Boards	1 car	PLAIN RED OAK	10 cars
CYPRESS		5 1/4" No. 1 Common	1 car
1 1/4" No. 1 Common	2 cars	4 1/4" No. 2 Common	10 cars
4 1/4" No. 2 Common	1 car	3 1/4" Sound Wormy	3 cars
SOFT ELM		POPLAR	10 cars
4 1/4" Log Run	2 cars	4 1/4" No. 2 A & Btr.	10 cars
8 1/4" Log Run	1 car	SYCAMORE	7 cars
10 1/4" Log Run	1 car	1 1/4" Log Run	
SAP GUM			
4 1/4" No. 1 Common	5 cars		
5 1/4" No. 1 Common	1 car		
4 1/4" No. 2 Common	5 cars		
6 1/4" No. 2 Common	1 car		
6 1/4" No. 3 Common	1 car		

Brown - Everts Lumber Co.

WALNUT		1 1/4" No. 2 Common	58,000'
4 1/4" Log Run	12,000'	8 1/4" FAS	31,000'
FIGURED RED GUM		8 1/4" No. 1 Common	35,000'
4 1/4" FAS	18,000'	COTTONWOOD	
5 1/4" FAS	10,000'	1 1/4" Panel, 18" up	31,000'
6 1/4" FAS	9,000'	1 1/4" FAS	21,000'
8 1/4" FAS	5,000'	4 1/4" Nos. 1 & 2 Common	34,000'
4 1/4" No. 1 Common	17,000'	CYPRESS	
5 1/4" No. 1 Common	8,000'	5 1/4-6 1/4" Sel. & Btr.	32,000'
6 1/4" No. 1 Common	7,000'	WHITE ASH	
POPLAR		16 1/4" Com. & Btr.	25,000'
4 1/4" Panel, 18" up	4,000'	12 1/4-10 1/4-8 1/4" C&B.	60,000'
4 1/4" Box Boards, 9-17"	27,000'	SASSAFRAS	
4 1/4" FAS	25,000'	4 1/4" Log Run	10,000'
4 1/4" Sap & Sel	21,000'		
4 1/4" No. 1 Common	55,000'		

Memphis Band Mill Co.

WANTED

To purchase a block of Southern Hardwoods, principally Red and Sap Gum, band sawn stock preferred. Must be located on railroad, well manufactured, good widths and lengths. Advise what you have to offer, giving full description and your idea of prices. Will consider contracting for stock to be put on sticks at once, giving financial assistance to responsible parties.

Address Box 779, care Hardwood Record.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

1 1/4" & 2" Sap Gum		5 1/4" 1s & 2s	8 mos. 10 cars
1 1/4" 1s & 2s	6 mos. 10 cars	1 1/4" No. 1 Com. 6 mos.	4 cars
1 1/4" No. 1 Com. 6 mos.	4 cars	1 1/4" No. 1 Com. 6 mos.	4 cars
1 1/4" No. 1 Com. 8 mos.	1 car	1 1/4" No. 2 Com. 8 mos.	1 car
QUARTERED SAP GUM		QTD WHITE OAK	
6 1/4" Com. & Btr. 8 mos.	2 cars	1 1/4" No. 1 Com. 7 mos.	4 cars
RED GUM		ELM	
4 1/4" 1s & 2s, 8 mos.	2 cars	8 1/4" Log Run, 6 mos.	5 cars
6 1/4" 1s & 2s, 8 mos.	1 car	10 1/4" Log Run, 6 mos.	4 cars
1 1/4" No. 1 Com. 8 mos.	5 cars	SYCAMORE	
6 1/4" No. 1 Com. 8 mos.	3 cars	8 1/4" Log Run, 6 mos.	5 cars
4 1/4" 1s & 2s, 10-12", 8 mos.	2 cars	HACKBERRY	
SAP GUM		1 1/4" Log Run, 6 mos.	1 car
1 1/4" 1s & 2s, 10-12", 7 mos.	3 cars	POPLAR	
PLAIN RED OAK		1 1/4" No. 1 Com. 6 mos.	3 cars
1 1/4" 1s & 2s, 6 mos.	2 cars	HICKORY	
		6 1/4" Log Run, 8 mos.	5 cars

Dacus-Richards Hardwood Co.

QUARTERED WHITE OAK		PLAIN WHITE OAK	
1 1/2" FAS	10,000'	4 1/4" No. 1 Common	111,000'
3 1/4" FAS	10,000'	PLAIN RED OAK	
4 1/4" FAS	32,000'	3 1/4" FAS	38,000'
8 1/4" FAS	10,000'	4 1/4" FAS	21,000'
3 1/8" No. 1 Common	11,000'	5 1/4" FAS	22,000'
1 1/2" No. 1 Common	17,000'	6 1/4" FAS	25,000'
3 1/4" No. 1 Common	19,000'	3 1/4" No. 1 Common	109,000'
4 1/4" No. 1 Common	466,000'	4 1/4" No. 1 Common	35,000'
5 1/4" No. 1 Common	13,000'	QUARTERED RED GUM	
6 1/4" No. 1 Common	15,000'	4 1/4" No. 1 Common	161,000'
8 1/4" No. 1 Common	20,000'	QTD. RED GUM SND.	
4 1/4-5 1/4" Strips, SND.	31,000'	6 1/4" FAS	18,000'
4 1/4-5 1/4" Strips, SND.	10,000'	8 1/4" FAS	35,000'
QUARTERED RED OAK			
4 1/4" FAS	40,000'		
4 1/4" No. 1 Common	17,000'		

Stimson Veneer & Lbr. Co.
INCORPORATED

QUARTERED WHITE OAK		4 1/4" No. 2 Com. & Btr.	5 cars
4 1/4" 1s & 2s	1 car	5 1/4" 1s & 2s	3 cars
4 1/4" No. 1 & No. 2 Com.	5 cars	6 1/4" No. 2 Com. & Btr.	5 cars
6 1/4" No. 1 & Btr.	1 car	QTD. RED GUM, S. N. D.	
PLAIN WHITE OAK		4 1/4" No. 1 Com. & Btr.	5 cars
4 1/4" 1s & 2s	1 car	5 1/4" No. 1 Com. & Btr.	4 cars
4 1/4" No. 1 & No. 2 Com.	2 cars	6 1/4" No. 1 Com. & Btr.	3 cars
6 1/4" No. 1 Com. & Btr.	1 car	8 1/4" No. 1 Common	5 cars
PLAIN RED OAK		PLAIN RED GUM	
3 1/4" No. 1 & No. 2 Com.	5 cars	4 1/4" No. 1 Common	1 car
4 1/4" 1s & 2s	1 car	6 1/4" No. 1 Common	1 car
4 1/4" No. 1 & No. 2 Com.	3 cars	QUARTERED RED GUM	
5 1/4" No. 1 Com. & Btr.	5 cars	5 1/4" No. 1 Com. & Btr.	2 cars
MIXED OAK		6 1/4" No. 1 Com. & Btr.	4 cars
3 1/4" Sound Wormy	1 car	8 1/4" No. 1 Common	4 cars
4 1/4" Sound Wormy	3 cars	QUARTERED BLACK GUM	
PLAIN SAP GUM		8 1/4" No. 1 Com. & Btr.	3 cars
5 1/8" 1s & 2s	10,000'	ASH	
5 1/8" No. 1 & No. 2 Com.	6 cars	5 1/4" No. 1 Com. & Btr.	3 cars
3 1/4" 1s & 2s	1 car	8 1/4" No. 1 Com. & Btr.	2 cars
3 1/4" No. 1 & No. 2 Com.	5 cars	12 1/4-16 1/4" No. 1 C. & B.	1 car
4 1/4" Box Bds., 9-12"	1 car	CYPRESS	
4 1/4" Box Bds., 13-17"	1 car	8 1/4" No. 1 & No. 2 Com.	100,000'

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD		8 1/4" No. 1 Com., 6 mo.	1 car
4 1/4" Com. & Btr., 6 mo.	1 car	6 1/4" Com. & Btr., 4 mo.	1 car
RED GUM		SOFT MAPLE	
5 1/8" Com. & Btr., 6 mo.	1 car	6 1/4" Log Run, 6 mo.	1 car
4 1/4" 1s & 2s, 6 mo.	1 car	RED OAK	
4 1/4" No. 1 Com., 6 mo.	5 cars	4 1/4" 1s & 2s, 6 mo.	4 cars
SAP GUM		4 1/4" No. 1 Com., 6 mo.	5 cars
6 1/8" 1s & 2s, 4 mo.	4 cars	5 1/4" Com. & Btr., 4 mo.	1 car
5 1/8" No. 1 Com., 4 mo.	2 cars	WHITE OAK	
4 1/4" 1s & 2s, 4 mo.	1 car	4 1/4" 1s & 2s, 6 mo.	2 cars
4 1/4" No. 1 Com., 4 mo.	2 cars	4 1/4" No. 1 Com., 6 mo.	5 cars
QTD. RED GUM		QTD. WHITE OAK	
8 1/4" 1s & 2s, 6 mo.	1 car	4 1/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

ASH	
1 1/4" No. 1 C. & B.	1 car
COTTONWOOD	
1 1/4" FAS	5 cars
1 1/4" No. 1 Com.	10 cars
1 1/4" No. 2 Com.	2 cars
1 1/4" No. 1 C. & B.	1 car
FLM	
1 1/4" Log Run	1 car
1 1/4" Log Run	1 car
1 1/4" Log Run	1 car
PLAIN RED GUM	
1 1/4" FAS	8 mos. 5 cars
1 1/4" No. 1 Com.	1 car
1 1/4" No. 2 Com.	3 cars
1 1/4" No. 1 C. & B.	5 cars
PLAIN RED OAK	
1 1/4" No. 1 Com.	8 mos. 2 cars
1 1/4" No. 2 Com.	3 cars
PLAIN WHITE OAK	
1 1/4" No. 1 Com.	8 mos. 2 cars
SYCAMORE	
10 1/4" Log Run	12 mos. 2 cars

Johnson Bros. Hardwood Co.

ASH	
4 1/4" 12/4" No. 2 C. & B.	2 cars
COTTONWOOD	
4 1/4" 6" & Wdr.	16,000'
4 1/4" No. 1 Common	18,000'
QUARTERED RED GUM	
8 1/4" FAS	11,000'
8 1/4" No. 1 Common	16,000'
PLAIN SAP GUM	
5 1/4" FAS	9,000'
4 1/4" No. 1 Common	63,000'
5 1/4" No. 1 Common	28,000'
PLAIN RED OAK	
9 1/4" FAS	4,000'
10 1/4" FAS	12,400'
1 1/4" No. 1 Common	16,200'
5 1/4" No. 1 Common	6,000'
6 1/4" No. 1 Common	15,100'
8 1/4" No. 1 Common	16,700'

Goodlander Robertson Lbr. Co.

ASH	
1 1/4" 12/4" No. 2 C. & B.	25,000'
ELM	
4 1/4" 12/4" No. 2 C. & B.	100,000'
QUARTERED RED GUM	
4 1/4" FAS	60,000'
1 1/4" No. 1 Common	50,000'
4 1/4" No. 2 Common	20,000'
5 1/4" FAS	11,000'
5 1/4" No. 1 Common	10,000'
CYPRESS	
4 1/4" Shop & Btr.	17,000'
4 1/4" Nos. 1 & 2 Com.	25,000'
PLAIN SAP GUM	
5 1/8" FAS	75,000'
5 1/8" No. 1 Common	100,000'
1 1/4" FAS	80,000'
1 1/4" No. 1 Common	90,000'
4 1/4" No. 2 Common	20,000'
1 1/4" Box Boards, 9-12"	25,000'
4 1/4" Box Boards, 13-17"	75,000'

Dickson & Lambert Lumber Co.

QTD RED GUM SND	
1 1/4" Com. & Btr.	50,000'
1 1/4" Com. & Btr.	15,000'
PLAIN SAP GUM	
1 1/4" No. 1 Com. & Sel.	75,000'
1 1/4" No. 2 Common	75,000'
1 1/4" No. 3 Common	100,000'
5 1/4" Com. & Btr.	100,000'
6 1/4" Is & 2s.	50,000'
5 1/4" No. 2 Common	50,000'
5 1/4" No. 3 Common	50,000'
6 1/4" No. 3 Common	100,000'
PLAIN RED GUM	
1 1/4" No. 1 Com. & Sel.	100,000'
4 1/4" No. 2 Common	100,000'
1 1/4" No. 1 Com. & Sel.	100,000'
5 1/4" No. 2 Common	100,000'

Geo. C. Brown & Co.

QUARTERED WHITE OAK	
4 1/4" No. 1 Common	50,000'
5 1/4" No. 1 Common	150,000'
6 1/4" No. 1 Common	250,000'
8 1/4" No. 1 Common	70,000'
QTD WHITE OAK STRIPS	
1 1/4" No. 1 C. 12 1/2"	17,000'
PLAIN WHITE OAK	
6 1/4" No. 1 Common	80,000'
5 1/4" No. 2 Common	15,000'
6 1/4" No. 2 Common	15,000'
QUARTERED RED OAK	
5 1/4" FAS	20,000'
5 1/4" No. 1 Common	45,000'
4 1/4" No. 2 Common	15,000'
PLAIN RED OAK	
5 1/4" No. 1 Common	100,000'
6 1/4" No. 1 Common	60,000'
4 1/4" No. 3 Common	200,000'
5 1/4" No. 3 Common	50,000'
6 1/4" No. 3 Common	50,000'
MAPLE	
4 1/4" No. 2 Com. & Btr.	15,000'

GAYOSO LUMBER CO.

Specializing in
**KILN DRIED
HARDWOODS**

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

DRY CYPRESS

4 4 to 12/4, All Grades

ONE MILLION FEET READY FOR
SHIPMENT

Send for Special Cypress Stock List

Tustin Hardwood Lbr. Co.

HARDWOODS

MEMPHIS

WHITE ASH

1" 1s & 2s	50,000'
5/4" 1s & 2s	15,000'
6/4" 1s & 2s	33,000'
8/4" 1s & 2s	39,000'
8/4" No. 1 Com. & Btr	100,000'
10/4" Com. & Btr	118,000'
12/4" Com. & Btr	93,000'
16/4" Com. & Btr	29,000'
4/4" No. 1 Common	149,000'
4/4x2 1/2 to 3" 1 Face Clear	
Strips	18,000'
5/4" No. 1 Common	16,000'
6/4" No. 1 Common	52,000'
8/4" No. 1 Common	150,000'
10/4" No. 1 Common	13,000'
12/4" No. 1 Common	12,000'
16/4" No. 1 Common	10,200'
4/4" No. 2 Common	98,000'
5/4" No. 2 Common	81,000'

6/4" No. 2 Common	48,200'
8/4" No. 2 Common	36,100'
10/4" No. 2 Common	11,000'
12/4" No. 2 Common	10,000'
16/4" No. 2 Common	10,000'

Miscellaneous Hardwoods

PLAIN RED OAK	
1" No. 2 Common	150,000'
1" No. 1 Common	150,000'
SAP GUM	
1" No. 1 Common	100,000'
1" No. 2 Common	100,000'
6/4" Com. & Btr.	50,000'
QUARTERED OAK, SND	
6/4" Com. & Btr.	50,000'
GUM	
5/4" No. 2 Common	30,000'
MAPLE	
12/4" No. 2 Common	35,000'
COTTONWOOD	
1" No. 1 Com. & Btr.	35,000'

Thompson-Katz Lumber Co.

ASH

6/4" FAS	7,700'
8/4" FAS	21,000'
10/4" Com. & Btr	22,000'
12/4" Com. & Btr	21,000'
5/4" No. 1 Common	56,600'
6/4" No. 1 Common	24,000'
8/4" No. 1 Common	37,500'
4/4" No. 2 Common	8,000'

CYPRESS

4/4" Shop	15,000'
6/4" Shop	3,500'
4/4" No. 1 Common	15,000'
5/4" No. 1 Common	8,000'
6/4" No. 1 Common	9,300'

ELM

4/4" Log Run	6,000'
6/4" Log Run	9,600'
8/4" Log Run	5,000'
10/4" Log Run	1,000'
12/4" Log Run	19,000'

QUARTERED RED GUM

5/4" 1s & 2s	3,200'
4/4" Com. & Btr	3,500'
6/4" No. 1 Common	10,000'

SAP GUM

5/4" FAS	128,000'
5/4" No. 1 Common	51,600'
6/4" No. 1 Common	7,200'
8/4" No. 1 Common	9,400'
8/4" No. 2 Common	14,000'
8/4" No. 2 Common	6,000'

PLAIN RED OAK

5/4" FAS	64,000'
3/4" No. 1 Common	10,000'
4/4" No. 1 Common	60,000'
5/4" No. 1 Common	68,000'
6/4" No. 1 Common	115,000'
8/4" No. 1 Common	62,000'
4/4" Sound Wormy	95,000'
5/4" Sound Wormy	18,000'

Welsh Lumber Company

MILL AT
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5/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 Com. & Btr.	3 cars
8/4" No. 1 Com. & Btr.	3 cars
10/4" No. 1 Com. & Btr.	3 cars
12/1" No. 1 Com. & Btr.	3 cars
16/4" No. 1 Com. & Btr.	1 car
4/4" No. 1 Common	3 cars
5/4" No. 1 Common	3 cars
6/4" No. 1 Common	2 cars
8/4" No. 1 Common	2 cars
10/4" No. 1 Common	1 car
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PLAIN SAP GUM

4/4" Box Boards, 13-17"	30,000'
1/4" Box Boards, 11-12"	19,000'
1/4" Box Boards, 8-10"	20,000'
4/4" FAS	10,000'
5/4" FAS	53,000'
8/4" FAS	101,000'
4/4" No. 1 Common	85,000'
5/4" No. 1 Common	78,000'
8/4" No. 1 Common	117,000'
5/8" No. 2 Com. & Btr.	32,000'

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5/8 8/4" Log Run	1,500,000'
PLAIN RED GUM	
5/4" FAS	50,000'
6/4" FAS	11,000'
8/4" FAS	10,000'
4/4" No. 1 Common	300,000'
5/4" No. 1 Common	100,000'
6/4" No. 1 Common	12,000'
8/4" No. 1 Common	9,000'
4/4" No. 2 Common	265,000'
QUARTERED RED GUM	
8/4" FAS	50,000'
8/4" FAS Figured	15,000'
4/4" No. 1 Common	4,000'
5/4" No. 1 Common	7,000'

6/4" No. 1 Common	10,000'
8/4" No. 1 Common	100,000'
8/4" Com. & Btr. SND	300,000'
SOFT MAPLE	
(Spot Worms No Defect)	
4/4-13/4" Log Run	1,125,000'
QUARTERED WHITE OAK	
5/4" FAS	4,000'
4/4" No. 1 Common	140,000'
5/4" No. 1 Common	16,000'
4/4" No. 2 Common	60,000'
QUARTERED RED OAK	
4/4" No. 1 Common	11,000'
PLAIN WHITE OAK	
5/4" FAS	42,000'
8/4" FAS	15,000'
4/4" No. 1 Common	60,000'
5/4" No. 1 Common	200,000'
8/4" No. 1 Common	15,000'
4/4" No. 2 Common	60,000'
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4/4 No. 2 Com. Sap Gum.....	2 cars
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4/4 No. 1 Com. Plain Red Gum.....	1 car
6/4 No. 1 C&B Qtd. Red Gum.....	1 car
4/4 No. 1 C&B Qtd. Red Gum.....	1 car
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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Review and Outlook

General Market Conditions

THE TRADE IS TODAY A CAMP DIVIDED against itself insofar as its opinion on market prospects is concerned. Either a sad falling off in individual business has discounted the individual's optimism or on the other hand an ability to overlook current happenings in favor of more basic tendencies is influencing the individual minds in the industry towards further discouragement or greater encouragement. Briefly summarized the market has resolved itself into one of rather inconsistent properties with certain items relatively strong, others exceedingly weak. The deplorable shape in which low grades are found is counteracted in a measure by a fairly consistent holding in the upper grades, particularly selects and firsts and seconds. Opinion of conditions now seems to revolve about whether or not the scarcity of selects and better will be sufficiently strong to resist the depressing effect of the constantly downward tendency of other stocks. The outcome will be determined by the decree of lumber purchases resulting from the very encouraging results of July furniture markets.

The markets now are a matter of history and the sales facts may be viewed with sufficiently definite perspective to gain some measure of intelligent deduction therefrom. So far as bulk is concerned, both in the Grand Rapids and Chicago markets, they have been apparently on a normal basis. Experienced furniture men have contended that not for many years have there been such genuine values offered for the money asked. Better and more refreshing designs, more painstaking construction and rock bottom prices were influences which converted a record-breaking attendance of potential buyers into actual buyers. In some cases manufacturers accomplished actual sales that will carry their production practically up to January markets, and while here and there certain exhibitors whose lines and prices did not happen to strike the buyer's fancy were short on business, the average exhibitor went away pretty well satisfied that he had done even more than he expected.

Regardless of the specific volume of sales accomplished, however, both the record-breaking attendance and the number of orders placed, even though they were small, were apparently valuable in that they clearly demonstrated the existence of a hopeful degree of buying power throughout the country. Retailers were in attendance as usual from all sections and while the buying was, of course, in keeping with the demand in the respective territories, it was fairly uniform and consistent in its extent for each district.

Hardwood Record believes that special emphasis should be put on

the number of buyers who attended the shows as any marked degree of discouragement with a total lack of response in retail sales surely would have kept a large percentage of those who did attend at home. In other words, the very full attendance unquestionably indicates a satisfactory turnover of what stocks the retailer has been taking in.

Developments have not been especially pronounced in the matter of adjustment of railroad and government relations, although many of the repair shops have been reopened of late and with the almost certain surety that the settlement with the railroads will be effected, the outlook in that particular is really encouraging.

Inasmuch as those influences that make for good business are regaining their footing one by one and not concertedly, and as they too are but gradually approaching betterment, the process of returning good times will stretch out over a considerable period. For instance, while furniture conditions apparently are progressing, it is not reasonable to expect any wholesale reopening of building construction until all matters of cost, including labor, are specifically worked out. In the meantime a very handsome volume of small construction is going on but any big deals requiring large investments of business and investors' capital are delayed pending full and final adjustment of cost of construction.

Hardwood Record maintains its opinion that the trend is in the right direction and that even though the prices are low, rehabilitation of industries is definitely under way and many of the fundamental problems are either solved or well under way to solution. Hardwood Record believes that the balance of this year will see some gradual but sound improvement and that the substantial steps towards a full return movement will materialize possibly by next spring.

How to Win the Economic War

THOUGH WITHOUT THE "POMP AND PANOPLY" OF WAR, and the tears and carnage, the post-war conflict of the peoples of the world is none the less fierce. As a result of the long military struggle existence has been rendered tremendously more difficult for all humanity, and survival demands correspondingly more desperate exertion. This sequel to the actual armed clash of peoples will continue to be a gruelling battle for perhaps a generation—until the peoples have retrieved the waste of war—and during that period it will be more difficult to maintain one's place in the sun than it was in the easy-going days before the incident at Sarajevo.

These thoughts are prompted by an address which Secretary of

1921

Commerce Hoover delivered before the National Shoe and Leather Exposition in Boston, Mass., on July 13. Mr. Hoover discussed the broad aspects of the present world economic situation, with particular reference to our country's relation to them. He showed how the former combatant nations, spurred on by the necessities which the war created, are struggling desperately for economic regeneration. The difficulties with which these nations are encompassed are compelling them to make extraordinary efforts and extraordinary sacrifices, against which we must compete. Thus far America enjoys every advantage in this economic world war, but these advantages are tempered by innumerable handicaps, which give challenge to the full measure of our industry and intelligence. The peoples of the world are so interdependent, modern civilization has so inextricably entangled their many interests, that we are confronted by the paradox of being unable to triumph in this "war of peace" unless our "enemies" achieve a certain measure of victory. In short, we must so conduct our campaign that European and other nations will be lifted toward our own prosperity and own standards of living, rather than pushed further down where our own standards would surely follow.

The great American problem seems to resolve itself into this: Maintaining our own standards of living, our characteristic American wellbeing, and at the same time meet European competition for the markets of the world; while meeting this competition being careful not to put Europe out of business, thus bankrupting our best customer and biggest debtor. Secretary Hoover gives a few opinions as to the means of accomplishing this most difficult feat.

"In competing with Europe's manufactured goods, either in Europe or in our much larger market outside of Europe, we quickly find two directions in which we occupy a position of some security," Mr. Hoover declares. "The first is in those exports of lower production costs which are the result of great repetitive production, which has its firm root in our enormous consumption. The second is in that large number of special manufactures in which the inventive genius and skill of our people have been developed beyond any country in the world . . . I believe we will recover and can hold our share of the market for these products after the present world depression.

"As to our manufactures containing a large element of labor costs, in which we do not enjoy special advantages, we must look out and take measures of our own. We can no doubt devise tariff measures that will protect our domestic market. But if we are to hold our foreign markets in this vast group of our manufactures, and thus to keep our peoples employed, we have several things to attend to. Fundamentally we must get our production costs down. That lies only along the road of increased efficiency in our whole industrial machine. It means a willingness of our working people to put forth every effort that is in them consistent with health, proper family life and good citizenship. The surest road to a continued high wage and the surest safeguard against unemployment is to remove every restriction on effort. This must extend from our mines to the railways, to the factories, to the wharf and to the ship. It means smaller margins of profit. It means that ultimately we must have much lower transportation rates. It means we must have better organized

marketing machinery abroad under Americans themselves. It means the establishment of adequate short time credit machinery and much more care in foreign credit risks than our merchants have shown in the last twelve months. It means elimination of the great wastes in industry. For instance, in the Atlantic seaboard alone, by the development of these great water powers and through economies by electrification generally, we could profitably save 30,000,000 tons of coal per annum if we had the courage to go at it. It means the Government must remove as quickly as possible those unnecessary domestic burdens upon commerce to which the Government is a party, by the reorganization of our tax system, the settlement of the tariff question, the reduction in Government expenditure through the reorganization of the Federal Government, through reduction of armament and through reduction of shipping losses. We must carefully determine what particular trade routes we will maintain in development of our commerce over a period of years, and let our merchants know them. It means the Government must provide such information to commerce and industry, from both at home and abroad, as will enlarge its judgment. It means we must extend scientific research into the problems of waste, the perfection of processes, the simplification of methods that are beyond the ability of one manufacturer acting alone, and we must co-operate with industry to perfect these things. I am confident we can hold our markets, our higher standards of living and of wage if we will all put our backs to it."

In putting forth these ideas, Mr. Hoover saw fit to answer those critics who maintain that the importance of foreign trade to the welfare of this nation is exaggerated. He pointed out that our exports represent the margin of prosperity. They are of much more importance to the economic life of our country than the plain fact of their being but 10 per cent of our total production would indicate. "Our exports are the great balance wheel for our production. Exports are vital to the stabilization of our industries, of price levels, of wages and of employment. While our exports do cover but a small per cent of our total production, on the other hand they do comprise a large percentage of the production of certain industries. For instance, we generally export 20 per cent of our wheat, 60 per cent of our cotton, 75 per cent of our copper, not to mention others. Unless we find a market for the surplus production of our great industries, we shall continue to keep some twenty-five millions of our people in reduced buying power. We might even drive them into poverty—luring the many years that would be required to shift the whole basis of our internal production." He said that imports also play an important part, as "our whole standard of living greatly depends upon our imports" and we must buy if we sell. A nation does not "become rich by exports alone—but by its trade," he said.

Concluding his discussion Mr. Hoover got down to the fundamentals, or basis, for our successful passage through the troubled waters of depression and disruption. They are "courage and applied intelligence and the return to the primary virtues of hard, conscientious toil and economy in living," he said. He was pleased to say further that "on every side there is evidence that the vast majority of our whole nation is making again an effort in those directions equalled only by that of 1918."

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Forests Should Be Public Utilities

Chief Forester Expresses This Opinion Before U. S. Chamber of Commerce Hearing in Chicago; Forestry Policy Committee Takes Other Valuable Testimony

Because of the vital public interest involved the forest resources of the country should be classed as public utilities, W. B. Greeley, chief forester of the United States, told the U. S. Chamber of Commerce's National Forestry Policy Committee, on July 18, at the Union League Club, Chicago. The regulation, taxation, etc., of timbered lands should conform to this consideration, the chief forester held.

His statement was made as a witness during the hearings conducted by the Chamber of Commerce Committee in Chicago on July 18 and 19, at which time a great variety of persons testified as to their opinion of what is needed in the way of a national forestry policy. These witnesses included users of wood, college professors, lawyers, botanists, practical lumbermen, foresters and journalists, resulting in a considerable assortment of opinions as to the details of a national forestry policy, but expression of the uniform belief that some national action must be taken to insure the perpetuity of our forest resources.

The hearings were presided over by David L. Goodwillie of Chicago, chairman of the committee, who called up the Chief Forester the morning of the first day, after he had explained that his committee was handling the forestry question in an entirely judicial manner; that the committee, in its official capacity, subscribed to no school of forestry thought and advocated no particular legislation; that it merely sought to gather and sift the opinions of various advocates and experts in order to secure information from which a referendum on the question might be drafted by the Chamber of Commerce of the United States for submission to the organized business interests of the country.

The Chicago hearings were distinguished by the fact that this was the first time the Chief Forester had appeared before the committee as a witness. At the New York hearing Gifford Pinchot, former Chief Forester, was the principal witness, giving testimony in support of the school of forestry policy thought represented by the Capper Bill. In Chicago Col. Greeley filed testimony which it is assumed opposed the Capper school of thought and supports those principles of reforestation defined in the Snell bill. Mr. Pinchot is regarded as the leader of the Capper school of thought and Col. Greeley of the Snell school.

At the beginning of his testimony, Col. Greeley repeated the statistics on the depletion of the forest resources of the country, which he has previously cited to illustrate the grave necessity of a national timberland policy. In sum, that there is a yearly drain on the forest resources of the country of 26 billion cubic feet as against a yearly growth of 6 billion cubic feet. In other words, we are using up our timber $4\frac{1}{2}$ times as fast as it is being replaced by growth.

Transportation Is a Big Item

The cost of transportation is one of the most important matters that bears upon the forestry problem, Col. Greeley said. It is one of the largest items of costs the user of wood or wood products must pay. Because of the progressive depletion of the various forest stands of the country, removing farther and farther the point of consumption from the source of raw material, the problem of the transportation of forest productions in this country would have to be carried but one degree farther were the consumers to go to Siberia or South America for their raw forest products.

The forester explained what reforestation is already being done. Seventeen per cent of the total forest lands are within the national forests. The national forests contain 1,000,000 acres of denuded lands which are being planted at the rate of 7,000 to 10,000 acres a year. Eight million additional acres are being used for forestry

purposes. Forty per cent, or around 4,000,000 acres, of lands under Federal ownership are not in the national forest preserves and are receiving no protection nor plan for reforestation. These acres consist of unreserved public lands, state and municipal tracts.

Of the 463 million acres of forested land in the country 79 per cent is under private ownership. This is approximately 369 million acres, situated in thirty-nine different states, and contains 70 per cent of the standing timber of the country. Of the thirty-nine states which contain the country's standing timber, twenty-nine have some form of state forestry organization and ten have no forestry organization of any character. Two hundred and twenty million acres of our timbered lands are largely unprotected.

Cost of Fire Protection

To protect effectively the entire area of timber land in private hands, the Forester estimated, would cost approximately two and one-half cents per acre, East and West, or about \$9,225,000 annually. "The fire protection of private forest lands is but 25 per cent done," the Forester said, "and 75 per cent not done, considering no protection and inadequate protection."

Twice as much land is burned over as is logged over each year, he said. Between four and five million acres are cut over yearly, while eight to ten million acres are burned over.

The taxing phase of the forestry problem also is unsolved, Col. Greeley stated. But six states out of the thirty-nine having forestry organization have tried to modify their tax laws to make them applicable to the needs of forest lands. Of those that have made a start toward proper timber land taxation, not one has yet reached a satisfactory position.

Describing his forestry policy platform, Col. Greeley said that his first plank would be to the protection of the young growth and small timber on the 245 million acres of timbered land, which contains both young growth and culled timber. Second, restore to productivity the 81 million acres of land so cut and burned as to be completely denuded. A large part of this must be replanted and this duty should fall upon the public, he said. Third, reforestation of the remaining virgin timber lands as cut, say at rate of four million acres per year. Seventy-five per cent of this can be accomplished by fire protection. On only 25 per cent will it be necessary to do more than keep fire out.

Cost of Reforestation

Asked to give some figures on the cost of reforestation, Col. Greeley made substantially the following statement: Cost of complete fire protection, less slash disposal, including fire patrol, \$9,000,000 per year, or 18 cents per thousand on the present cut of all merchantable timber.

The cost of reforestation now falls 60 per cent upon the public and 40 per cent upon the private owner, but this should be about half and half.

Col. Greeley said that the operation of timber lands under reforestation methods is no new thing and makes no large expense. The average cost on Government owned land is about 75 cents per thousand feet, running from a minimum of 25 cents per thousand to a maximum of \$1.75. The cost of operation of any private timber lands under any national method of reforestation would be less than the figures cited, he said, as the purpose would be to enforce only the minimum requirements. "It is hard to conceive that the cost would be over 50 cents a thousand on the average." The cost would be highest in the north because of the complicated slash disposal problem, he said.

(Continued on page 20)

Standardization as It Looks to a Real Tree

* By William A. Babbitt

If a tree might speak! Somewhere in the Holy Writ it is said somewhat to this effect, "When thou hearest the whispering in the tops of trees, then" had arrived the zero hour for a new dispensation. What more the good Dominic might have said I know not, for I was away and off. It was not the wisest possible selection for a text because the Sabbath morning was still and sultry, even stuffy; and the Preacher spoke of whispering in tree-tops. Holy Mackerel!

"To sleep, to dream; aye there's the rub." It always is when one falls asleep in church on a warm Sunday morning. But before my eldest daughter caught on to what her Daddy was doing and yanked me ruthlessly back from the cool shade of a giant oak on a heaven-kissing dream-hill, I heard enough of the whisperings of a real tree possibly to make it worth the telling.

A Man of Dim Vision

"Here's that Standardization Chap," quoth the Oak, "Not a bad one; well meaning in fact. But he has blundered on a proposition far too big for him and his whole Committee. In fact he only sees one small part. I wish I could make him understand just how a tree looks at this standardization thing."

When he saw that he had my attention, the Oak continued, "No real tree objects to be cut down if he is used right, but when the Creator has spent five hundred years growing a tree, that TREE ought to be used right! Every tree has a real job while he is maturing. He is enlisted in the greatest conservation project of all time—the conservation of fertile land. And when he is matured, he is then ready for his final service to man's welfare."

"But men have not used us as they ought. If they had, there would be three other trees here with me, and all of us would have been better for man's use. Look at me! I have lived 508 years, and have a life ring to show for each year. When you look at those 508 toil-heavy years, and realize that you waste all the effort of 408 years of growth and the whole 508 years of conservation of the soil and water-courses, and only save for human use from fifteen to twenty percent of my body and bones, I want to say it is shameful waste. Here's the whole matter in an acorn-cup"

How importunate and inopportune woman often is. I never got "the whole matter in an acorn-cup." Next thing I heard was Daughter's indignant whisper, "Father, you have been snoring!" It has been noticed heretofore that it is hard to tell what a fat man is thinking about when he is snoring.

When Monday morning came, refreshed but nagged by a curious dream, we had a staff council, and decided to make, by main strength and awkwardness a real attempt "to get the whole matter in an acorn-cup" as the Dream Oak evidently would have done, if unhindered.

A great deal of water has run past the mill, and many sheaves of calculations and estimates have gone into waste baskets since we started on this attempt. Indeed, it would have failed but for the opportune and friendly aid of the Forest Products Laboratory. But we have finally been able to construct a sort of picture of acorn-size, which may avail to show that while the "Standardization Program is a conservation measure second to no other," to quote substantially our Chief Forester; still it is merely foundation; the preliminary step to the major problem of the Conservation of Forest Products. When the standardization is 100 percent complete, with all its vast savings, the Conservation project is still less than 25 percent accomplished.

A Vision of the Whole Problem

Evidently the Oak of the dream intended to get two problems crowded into his acorn cup. This is beyond us. We shall have to leave to others the task of presenting the picture of the position of

forests in the domestic economy of our country and of the duty resting upon this generation to preserve the natural functioning of forests to the necessary degree of efficiency.

Our task is to show a picture of the wastes now developed in our methods of handling a tree, and to state the steps that might be taken to eliminate these wastes so far as commercially practicable. We wish to repeat that it is idle to consider any conservation measures which do not rest on the solid basis of commercial soundness. They must stand or fall by the economic test.

Everything Saved But the Squeal

And Edison has captured that in his voice "Recreations." But the high standard set by the great Packers is certainly not too high. The same fundamental reasons apply to forests which are the result also of organic chemistry. It is the concentration of WASTES in the packing plants that made the modern meat industry possible, and which differentiates it from the country slaughter house. The Pack-er's wealth is the country butcher's waste, horns, hoofs, viscera, blood, etc. Is it a rash forecast to say that in the very near future, the wood butcher's waste will be the lumberman's wealth, sawdust, slabs, edgings, cutoffs, limbs, cull logs, and the like? What other interpretation can be made of the rapid degrade in the average quality of commercial lumber? What other lessons do millyards, crammed with lowgrade logs and lumber, shout at the mill owner?

Chief Function of Standardization

While there are many considerations of the highest importance involved in the Standardization Program, it seems to the writer that its chief strategic importance lies in the fact that it automatically CONCENTRATES the WASTES OF LUMBER PRODUCTION IN QUANTITIES SUFFICIENT to maintain proven processes of commercial utilization. Indeed the principal object of the accompanying chart is to show the astounding volume and value of this waste when accumulated at the producing mills. In fact, any mill or neighboring group of mills that manufacture twelve to fifteen million feet of board lumber have a waste accumulation sufficient to operate successfully a wood waste salvage plant.

Under the present system of lumbering, more than forty percent of hardwoods and a somewhat less percent of soft woods are not utilizable by the fabricating plants to which these woods are shipped at heavy freight cost. The Standardization Program is designed to make it profitable to producer and user alike to eliminate both material and freight waste by producing at the mill the net dimension which the fabricating plants require.

Barely One-Sixth

Just over one-sixth of the wood content of the average tree is the amount that the present system averages to transform into stock for producing marketable commodities. The rest goes up in smoke, both actually and figuratively speaking. The Standardization Program should raise this one-sixth to one-fourth of the wood content of the tree. So after Standardization has effected its maximum economies, there still remains nearly three-fourths of the wood content of the tree as the major problem of the CONSERVATION OF FOREST PRODUCTS PROGRAM.

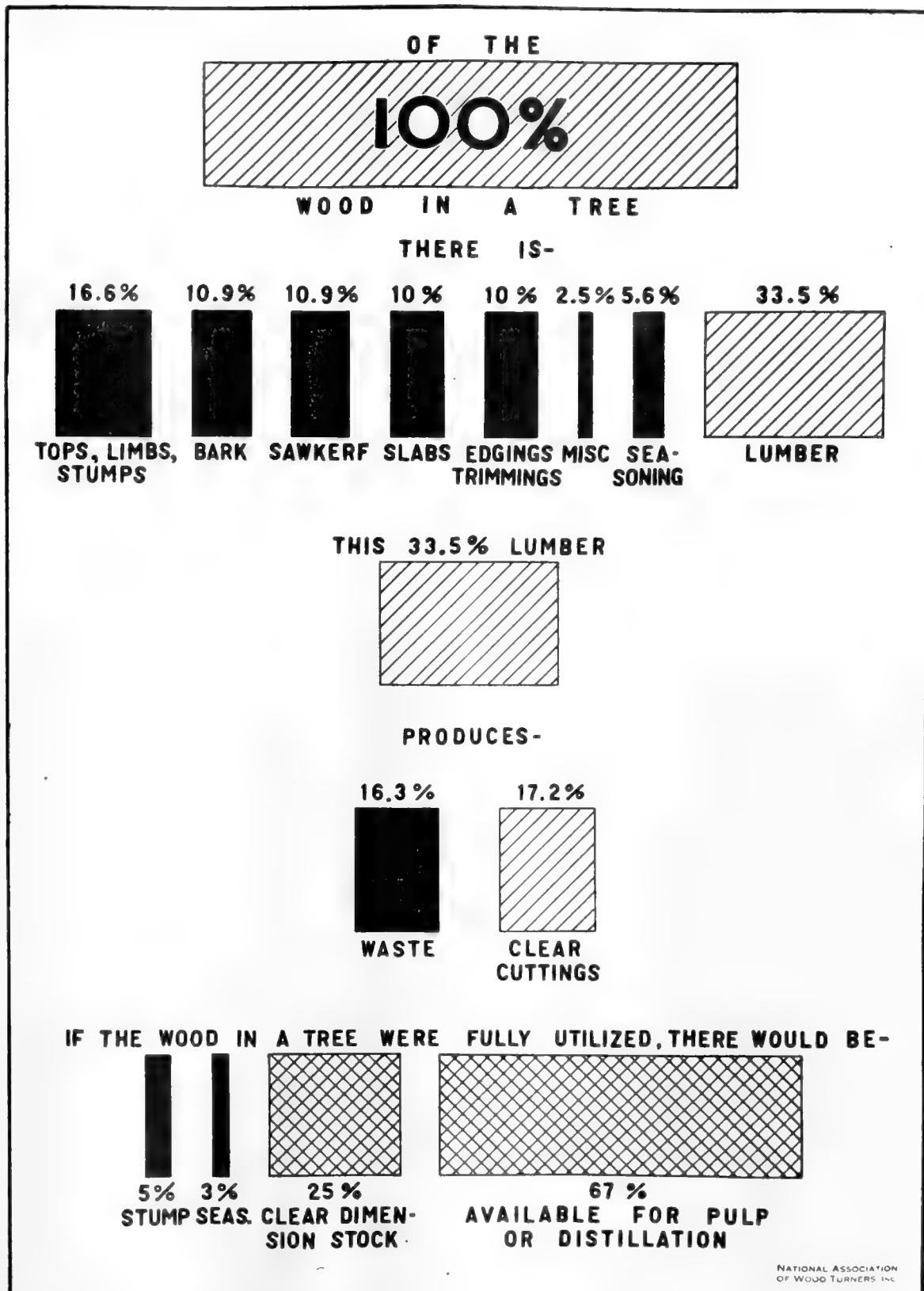
Approach of the Major Problem

To get a right perspective, one may well refer again to the experience of the meat industry. The development of the great packing plants did not eliminate the country slaughter house, nor home butchering on the farms, where the wastes still go on as they have done from the beginning. The reason is that the amount of waste developed in these small operations is not sufficient to warrant commercial utilization. No change of these conditions can be expected.

In the same way, it will probably never be improved to improve conditions in the operations of small and remotely located portable mills.

*Chairman of the Committee on Standardization, the Association of Wood Using Industries

** Contrasting Partial with Full Utilization of the Tree*



**See concluding paragraph of article "Standardization as It Looks to a Real Tree" for explanation of chart.*

beyond the opportunities offered by the Program of Standard Dimension Stock. The only further hope along this line is that a special freight classification might enable the rail shipment of waste to considerable distances. The writer has in mind several operations where this plan is successfully operated.

As an approach to the problem, on the basis of proven commercial feasibility, it is the mill or group of mills with an annual accumulation of the waste from the manufacture of from twelve to fifteen million feet of board lumber which offer reasonable assurance of success. The writer wishes the reader to understand that in discussing this aspect of the question, he is *speaking by information only*. He had had no operative experience whatever. The information used is partly from the investigations of the Forest Products Laboratory and partly from investigations of his office staff.

Assistance of the Forest Products Laboratory

During the past ten years, and under the handicap of meagre appropriations the laboratory has done wonderful work in laying the foundation for the commercial utilization of wood wastes. The last Congress made an adequate appropriation strictly limited to the investigation of the technical problems with which this paper deals. A visit to Madison will richly repay any millman who is studying his own program from the view point of modern conditions. Arthur T. Upson has been designated as forester-in-charge. His able handling of the preliminaries is a trustworthy promise, not only of personal ability and tact; but much more of the broadgauge and whole-hearted support which the whole Forest Service has put behind this undertaking.

Assistance from Accumulated Experience

The problem we are discussing is by no means new either in this country or abroad. It is a proposition which is well worked out, and not a pioneering adventure. In a recent publication by the Department of Commerce on the Swedish Lumber Industry (Special Agents Series No. 195) the author, Axel M. Oxholm, shows a sawdust pile which most American mills would give a thousand dollars to be rid of. He marks this pile, "Worth \$10,000.00." Is Mr. Oxholm telling the truth? The final figures given in the chart are taken from the practice of a well known plant in the north middle west which converts the entire tree, practically, to chemical and other products. In a word, the problem is chiefly one of organization, and easily within range of practicability.

The Size of the Problem

Figures, charts, and pictures are all helps. But one of the mental blights which is part of war thinking is that we have lost our keen perception of "relativity." Not a few of us are still muddled as to

the ratio between a million and a billion. Is a billion ten, a hundred, or a thousand times greater than a million, or is it the other way around? So perhaps the way to get a moral grasp of the size of this problem is to keep before one's mind the easily understood fact that in getting out the board we are selling about three times its bulk in wood content of the tree has been wasted, as we New Englanders say, "Sawney wasted."

After all, is not all waste fundamentally sinful? A recent trip through the once famous hemlock areas of northwestern Pennsylvania—now an almost hopeless barren—would tend to confirm this opinion. Much, if not most of the hemlock was felled for the bark; and the rotting, fire-scarred trunks lie thick, as far as the eye can see. One wonders if the annual losses from floods and the annual interest on investments in flood prevention do not total a larger amount of money each year than all the money ever received from the slaughter of the hemlock forests in the drainage area of the upper Alleghany. From this point of view, we invite your serious study of the following attempt to chart the whole problem of the conservation of Forest Products.

Text to Explain Chart

Data from which the accompanying chart was constructed was obtained from the following sources: Publications and unpublished data from the Forest Service, technical investigations by the Forest Products Laboratory, Special studies by the technical staff of the National Association of Wood Turners, experience tables compiled by individuals and associations who are users or producers of lumber, also considerable data which was secured in obtaining a degree from the University of Hard Knocks.

This chart is a careful and fairly accurate compilation of all available data bearing on this question of wood wastes. It is to be noted, however, and regretted, that so little has been done in this country to determine and establish the basic data involved in the problems of the Conservation of Forest Products that it is necessary to make note of the fact.

This chart assumes that the total content of the tree is 100 percent. This total is understood to be the practicable total and does not include such items as leaves, underground growth, etc. The studies of the Forest Service are followed as to the content of this practicable 100 percent. The lumber wastes are taken from experience data of the National Association of Wood Turners, also the totals for salvage from slabs, edgings, and short or crooked logs. The total theoretical salvage possibilities were worked out entirely from basic data analytically derived, but carefully checked from laboratory as well as commercial operations.

Forests Should Be Public Utilities

(Continued from page 17)

The Chief Forester concluded this part of his testimony with the statement "that there is no use talking about cost" of reforestation, as this will go right into the market price of the timber and be absorbed by the consumer.

Here C. H. Worcester of Chicago, one of the largest hardwood lumber operators in the northern territory, raised the question that the public would not stand for this added cost.

In reply to this Col. Greeley said that the cost of reforestation would be a mere bagatelle as compared to the added cost of transportation that would be imposed upon the consumer if reforestation is neglected. "The increased cost of transportation because of deforestation will be many times what reforestation would cost," he said. "We face the prospect that within ten or a dozen years the only source of soft wood supply will be in the Far West, with a transportation charge of \$12 or \$25 a thousand feet. I do not think the intelligent consumer of lumber is going to hesitate very long over the cost of reforestation when facing such a cost. We should have no fear of meeting the issue on this basis."

Col. Greeley answered the suggestion that reforestation might be left largely to natural economic processes, with the statement that

a certain amount of reforestation is taking place because of economic causes, but this process is so slow and inadequate that the public would some day wake up and find that it was too late to correct the loss of its timber except after a long period of economic hardship.

We must adopt the attitude of the French, he said, whose forests stand apart from all other property in the public interest because of the long time required to produce trees. The American public is rapidly coming to this viewpoint, he continued. We should recognize very clearly that some form of national forestry policy must be worked out in which the country's forest lands are recognized as a public utility. Owners of forest lands should then receive compensation from the public for the proper handling of the land.

By placing the forest lands in the class of a public utility, reforestation by the private owner in coöperation with the public can be made a reasonable proposition, he said.

Forester's Testimony Was Basic

The Chief Forester's statement formed the basis of much of

the subsequent testimony filed with the committee. Much of this testimony came out in the form of questions and answers questions by other witnesses and members of the committee answered by the Chief Forester.

The questioning of the Chief Forester, however, was interspersed by the statements of various other witnesses. The first of these statements was made by A. L. Osborn of Oshkosh, Wis., who represented the Northern Hemlock & Hardwood Manufacturers' Association. "The time has come for the people of the United States to wake up to the necessity for the better handling of our timber resources," Mr. Osborn said. "The day and hour is here when something should be done to assure a perpetual forest supply."

Mr. Osborn disagreed with the opinion of the Chief Forester that fire protection is the first essential of reforestation. He held that "proper utilization of the timber cut will save more than if we should stop all fires."

Mr. Osborn wanted it understood that the lumbermen of the northern territory desire to coöperate with all elements sincerely interested in protecting the forest resources of the country from devastation.

On behalf of the lumber industry Mr. Osborn disputed the popular belief that the lumberman is a plutocrat who, because of his exceptional prosperity, should be made to bear the burden of reforestation. He declared that the "lumbermen as a class are not exceptionally prosperous." That as a matter of fact the hazards of the lumber business are so great as to be comparable with the risks taken by a faro player. "The great body of lumbermen fail," Mr. Osborn said, and the lumberman who accumulates great wealth is the rare exception. "The lumbermen can not be burdened with any special load the public should carry," he declared.

Mr. Osborn agreed with Col. Greeley that fire protection is an important phase of the reforestation problem, but disagreed with him as to the cheapness of slash disposal. He said he had had experience in which slash disposal cost as much as stumpage, and he urged that the Chief Forester make a thorough investigation to find out about the cost of slash disposal.

Can't Produce For Posterity

The lumbermen, Mr. Osborn said, are prepared to share part of the expense of protecting young growth on cutover land so that it can come to maturity, but "the lumbermen do not feel and never will feel that it is their duty to grow trees for future generations."

As to proposed forestry policy legislation, Mr. Osborn said that the control features of the Snell bill would be acceptable to the lumbermen provided the limitations of this control are clearly defined, and assurance is given that the control of private timber lands will not be taken out of the hands of the owners.

Following Mr. Osborn's statement, Dr. H. L. Drinker of Marion, Pa., a member of the committee, questioned Col. Greeley as to the constitutionality of the Capper bill, and the nature of the Snell bill, whether regulatory or advisory? Col. Greeley answered this with the discussion of the Swedish reforestation policy and a comparison of principles of the Capper and Snell bills. The Swedish law merely provides that the country's forest lands shall be kept continuously productive, he said, leaving the application of this principle to local committees. This carries out the idea of the forest lands being a public utility.

Through its administration by local committees, which are representative of all elements directly concerned, the mandatory provisions of the Swedish law are largely turned into one of education and coöperation, the Chief Forester said.

Here Prof. Filibert Roth of Michigan State University, Ann Arbor, Mich., interposed the suggestion that the carrying out of this method in America would be complicated by the fact that timber lands in this country are largely held in small tracts, whereas in Sweden the forest lands are in large holdings and consequently much easier to control.

Here, also, H. P. Pearsons, president of the Geographic Society of Chicago and mayor of Evanston, Ill., suggested that it may require a constitutional amendment to permit the operation of a measure like the Capper bill, which provides for the use of Federal

police power to an extent that would conflict with state prerogatives.

Later the Chief Forester expressed the belief that the Capper bill principle could not be put into effect in advance of a constitutional amendment. This bill raises not only the question of a constitutionality, but also the important political question of private property rights, or the right of Government to operate private enterprises.

On the other hand the Snell bill commends itself because it seems undoubtedly constitutional and could be installed at once, he said.

At this point Wm. B. Baker of Chicago, secretary of the Association of Wood Using Industries, asked for more light on the question of the cost of reforestation, a question, he said, that had been raised at the New York hearing of the committee, when George N. Ostrander, president of the Empire Forest Products Association, had said that the cost of operating either the Capper or Snell bills would be prohibitive. "The question is one of the cost of a system of forestry versus the cost of no system of forestry," said Mr. Baker.

Holds Cost Negligible

Col. Greeley replied that forestry practice is now actually costing an average of 75 cents a thousand or a minimum of 25 cents and a maximum of \$1.75. But 18 cents a thousand would probably represent the cost of complete protection, because of the great extent of the practice under a national policy. But should this cost be \$1 a thousand feet it would mean a total of only \$50,000,000 or \$52,000,000 a year, the Chief Forester said. "And say \$50,000,000 is annually expended on reforestation, such a figure need not even be considered in the light of the heavy transportation cost that will result from deforestation." Chicago alone, he declared, spends annually over \$22,500,000 more for freight on forest products than she paid twenty-five years ago, because of the depletion of relatively adjacent stands of timber.

Mr. Worcester was the next witness called and he stated that while he favored putting into operation a bill such as the Snell bill he objected to the saddling of the cost of slash disposal on the lumberman. He differed with the Chief Forester's opinion that the cost of slash disposal could be passed on to the consumer by the lumberman. "We all know that lumber is sold for long periods at prices which bear no relation to cost." "This condition prevails today in many instances," he said. "The cost of slash disposal 50 per cent of the time will fall on the lumberman instead of the public. The people should pay the cost of reforestation because the lumber industry four years out of five sells its product at a loss at prices totally unrelated to cost."

The Chief Forester replied that this is because the lumber industry overproduces and is overcapitalized.

Mr. Worcester answered that however true this might be the lumber operator cannot stop producing in these lean years, but must operate at a loss in order to pay the cost of his overhead.

Chairman Goodwillie introduced the suggestion that the lumbermen would be glad to have some system of regulating production by demand so that this waste of the forest resources could be avoided.

Mr. Worcester said that such a system would certainly strike the lumber industry as ideal, but would be impossible of attainment. He recalled that the Government had interposed serious objections to the gathering and dissemination of information on stocks, production, etc., that might be used to regulate production by demand.

Greeley Favors Market Information

Col. Greeley declared in reply to this that he believed the free circulation of market information a perfectly legitimate process, and that it would eliminate much of the evil of over-production.

Herman H. Hettler, the Herman H. Hettler Lumber Company, Chicago, was called at this point. His opinion was that the entire responsibility for reforestation rests with the Federal Government. He said that as the tracts of timber are cut off they should be purchased by the U. S. Government and reforested for posterity.

"There is no practical way for the private individual to plant seedlings and wait for them to grow up, but the Government can do this," he said. The Government should take back the cut over lands not suitable for agriculture and reforest them. If the owner of such lands will not sell them they should be seized through the usual condemnation proceedings.

Chairman Goodwillie next called Prof. Roth, dean of the Michigan College of Forestry, whom he described as the "Nestor of forestry." Prof. Roth described the forestry practices of France and Germany, where trees are grown under a hundred-year rotation system. "We are coming to the European methods in this country," he said. He expressed the opinion that what this country needs is a forestry constitutional amendment.

The "Four Cornerstones"

The leading witness on July 19 was Major William L. Hall of Chicago, former assistant chief forester of the United States. Major Hall laid down the "four cornerstones" of a successful forestry policy. 1. Increase the public forests. Should add 2,000,000 acres a year for at least 75 years. 2. Protection of all timbered and cut over lands not only from fire, but from insects and fungi. 3. Measures necessary to more completely utilize the wood nature has placed in our hands. This, he said, is of extreme importance to the public and any system will be out of balance which provides for the spending of large sums of money for reforestation and does not at the same time strive to economize in the utilization of wood. 4. Reforestation—Timber planting is the biggest end of the problem. It is inevitable that the public must lead in this; that the Federal Government must assume a large responsibility in this, and the state an even larger responsibility. We should plant 1,000,000 acres a year from now on. At the cost of \$10 an acre this will be \$10,000,000 annually.

Some of the forestry policy legislation pending in Congress does not cover these four paramount considerations, Major Hall said. The Capper Bill covers only fire protection and does not provide for reforestation, for research to prevent waste of wood nor for increase in the public forests. "The Capper Bill is not a complete forestry policy and is not proposed as such by its advocates," he said.

But the Snell Bill does cover, or attempt to cover, the essentials of a complete forestry policy. "We might consider the Snell Bill as a start toward a complete forestry policy," he said.

The interest of the wood user in reforestation was evidenced by the testimony of Wm. B. Baker of Chicago, representing the Association of Wood Using Industries, of which he is secretary. Mr. Baker said that he believed the facts brought out at this hearing would enliven the interest of the wood user in reforestation, because it would make him realize the urgency of the problem. Previously this interest has been comparatively slight, because the wood user depended upon some one else for his raw material and therefore has not come in direct contact with the problem. "The interest of the wood user in reforestation has been lacking, but will be thoroughly aroused as the wood user is made to realize that at the present rate of depletion our standing hardwood timber will be exhausted in twenty-nine years," he said. "In most cases the wood user does not control his raw material, hence is dependent upon the supply of the saw mill interests.

The cost of transportation is becoming ever one of greater importance to the wood user as affecting his raw material supply.

Manufacturing methods with the wood user have been subject to little change until very recent years, and today practices of conservation are being developed by the wood user through such energies as improved kiln drying, standardization of products and increased use of dimension stock.

In cooperation with the Forest Products Laboratory the wood using industries are conducting a survey of the present use of dimension stock, the possibility of the further expansion of its use, and when the summaries have been made it is hoped that through co-operation with the saw mill interests dimension stock can be manufactured more extensively and a wider market established for its use.

The subject of reforestation is so vital to the users of wood that in my opinion a course of lectures should be arranged in public schools so that the importance of tree planting and wood conservation shall have the broadest possible application.

In conclusion, the wood using industries are and should be committed

to a program of reforestation, and rather than let valuable time elapse prefer to see some bill enacted by Congress, which, while it may not be ideal in all particulars, will educate the people to the importance of this subject and pave the way for such further steps as they may evolve.

C. P. Winslow, director of the U. S. Forest Products Laboratory, who followed Mr. Baker, made the interesting statement that "if ways and means could be found to utilize all the wood lost, largely through lack of knowledge of the proper utilization, the stumpage of the country would go two or three times as far as it will under the present conditions. Therefore, he called the question of the effective utilization of wood one of the very foremost factors in the reforestation problem.

In conjunction with the subject of utilization Mr. Worcester returned to the stand and expressed some opinions on the "economic features of utilization." He asked the Chief Forester if it were not a fact that if the consumers of lumber were willing to buy all grades that only 60 per cent of the stumpage now being cut would be necessary to meet the demand? In short, the lumber industry is compelled to cut over 40 per cent more timber land than really necessary in order to supply the clear cuttings the consumer demands. Is it not true that the consumer's insistence on clear lumber occasions a large part of the waste?

Col. Greeley replied that it could not be expected that a full program of waste saving could be put through quickly, but that this must be a matter of slow growth.

Mr. Worcester admitted that there is quite a field for expansion of the manufacture and use of dimension stock, as one instance of saving, but the stumbling block in the way of this saving was that the consumer wants to buy dimension stock cheaper than lumber and insists on its delivery dry. He said that lumbermen who have made dimension stock and lost by the experiment will not readily undertake it again.

Scarcity is the only thing that will bring about effective utilization and elimination of waste, Mr. Worcester maintained. "As long as lumber is cheap the American people are going to use the best. The American public has been educated on cheap wood and is therefore going to waste it."

Col. Greeley conceded that to a certain extent it will require a scarcity of timber to bring about economical utilization, but he maintained that this process can be aided tremendously by intelligent study of the problem, such as is being made by the Forest Products Laboratory.

Northern Wholesalers at Rhinelander

The Northern Wholesale Hardwood Lumber Association convened for its quarterly meeting at Rhinelander, Wis., on Friday, July 15, at which President T. T. Jones, presided. The affair was novel in that the session was an out-of-doors gathering, a pavilion having been selected for this purpose located on a high point overlooking Lake Julia.

President Jones invited everybody present who had any optimistic thoughts to express them, stating that it was now time for all to take a brighter outlook at conditions and unburden their minds of the pessimistic viewpoint, as by so doing they would favorably influence business.

A. L. Ford, managing editor of the American Lumberman, was the chief speaker of the day, discoursing on present conditions and the future for the hardwood lumber business, stating that a recent study of the furniture markets showed a good deal of activity among furniture manufacturers and low stocks among the retailers, and that the railroads will necessarily have to come into the market soon for very much needed equipment and repairs, and will do so as soon as they have the required finances.

Some of those present then gave an expression of their ideas on these various subjects, and all agreed that although an improvement is in sight, it behooves all to bestir themselves to even harder effort to secure business, and that the one who does keep after it constantly and indefatigably is the one who will gain the most business.

Secretary J. F. Hayden's report on the building situation, condition of lumber stocks and other statistical information was listened to with great interest.

\$5,000,000

Edward Hines Associated Lumber Interests

First Mortgage 8% Serial Gold Bonds

The joint and several obligations of Edward Hines Lumber Co., Park Falls Lumber Co., Edward Hines Yellow Pine Trustees and Trustees of Lumber Investment Association; and secured by a first mortgage on properties of the Edward Hines Yellow Pine Trustees and the Park Falls Lumber Co.

Dated July 1, 1921. Due serially, as shown below. Interest payable semi-annually January 1st and July 1st in Chicago and New York. Coupon bonds registerable as to principal only. Denominations of \$1,000, \$500 and \$100. Redeemable at the option of the Company as a whole or in part on any interest payment date upon forty-five days' published notice, at par and accrued interest, and a premium of 1% for each year or part of year that the bonds have to run before their fixed maturity. Authorized, \$7,000,000. To be presently issued, \$5,000,000. Interest payable without deduction for Normal Federal Income Tax not in excess of 2%.

CONTINENTAL AND COMMERCIAL TRUST AND SAVINGS BANK, and CALVIN FENTRESS, CHICAGO, TRUSTEES

The following information is summarized from a letter by Edward Hines, Pres. of Edward Hines Lumber Co.:

BUSINESS: The Edward Hines associated lumber interests are the largest wholesalers of lumber in the United States, and the owners of two of the most valuable bodies of timber remaining in this country.

DIRECTORS: The directors of the Edward Hines Lumber Co. are Edward Hines, L. L. Barth, C. F. Wiehe, and W. J. Carney of Chicago, and F. E. Weyerhaeuser of St. Paul.

ASSETS: After giving effect to the present financing, the consolidated balance sheet of the Edward Hines Lumber Co. and associated interests, as of December 31, 1920, as audited by Marwick, Mitchell & Company, shows total assets of approximately \$33,700,000, after deducting all indebtedness excepting this loan, or nearly seven times the present issue. The net current and working assets alone are approximately \$7,200,000.

SECURITY: These bonds are secured by a first mortgage on properties of the Park Falls Lumber Co. and Edward Hines Yellow Pine Trustees, comprising approximately 305,000 acres of timber lands in Wisconsin and Mississippi, all owned in fee simple (except 19,000 acres of timber rights), estimated to carry 2,700,000,000 feet of merchantable timber, together with five sawmills, railroads and other equipment. On the basis of pre-war prices for timber, and cost less depreciation for sawmills and equipment, the value of these properties is over \$20,000,000, or more than four times the amount of the bonds.

MAINTENANCE QUICK ASSETS: The Trust Deed provides that at all times during the life of these bonds the combined net current assets of the Makers shall be maintained at a sum at least equal to 100% of the amount of the bonds outstanding.

EARNINGS: For the year 1920, after providing for depletion of timber, maintenance and depreciation of physical properties, the net earnings, before Federal Taxes, of the Edward Hines Lumber Co. and associated interests, as reported by Marwick, Mitchell & Company, available for interest charges, amounted to \$1,296,744.70. For the years 1917 to 1920 inclusive such net earnings averaged \$1,432,401.56 per annum, or over three times the annual interest charges on the total indebtedness outstanding. Since organization, 29 years ago, the surplus earnings available for dividends of the Company and its associated interests have averaged approximately \$700,000 per annum.

RELEASE OF TIMBER: The Trust Deed provides that a releasing price for timber of \$4.50 per thousand feet shall be paid and used for the retirement of these bonds, except that a total of 400,000,000 feet of timber may be removed without such payment. Payments of this releasing price should provide over \$750,000 annually for payment of these bonds.

MATURITIES

\$300,000 July 1, 1924	\$300,000 July 1, 1928	\$400,000 July 1, 1932
300,000 July 1, 1925	400,000 July 1, 1929	400,000 July 1, 1933
300,000 July 1, 1926	400,000 July 1, 1930	500,000 July 1, 1934
300,000 July 1, 1927	400,000 July 1, 1931	500,000 July 1, 1935
	\$500,000 July 1, 1936	

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The statements contained in this advertisement are not guaranteed, but are based upon information which we believe to be accurate and reliable.

News from the National Capital

Furnishing information regarding the costs of production and distribution by an association of manufacturers to its members is open to question because of its tendency to induce those who use it to disregard their actual and individual costs and to adopt a standard or average which does not relate to their business, as well as to add to the margin on this uniform basis. Nelson B. Gaskill, Acting Chairman of the Federal Trade Commission, declared on July 16.

The statement was made in reply to a letter of inquiry addressed to the Commission by E. J. Moss, of the American Sash and Door Company, of Kansas City, in which it was stated that he proposed to incorporate the Mill Work Cost Bureau, formed of a group of planing mill houses which submit to a central agency their actual costs on completed products, from which average or standard costs are computed. Among other purposes under the proposed charter, the Bureau would furnish from time to time information to its members relating to the manufacturing and distributing costs of various kinds of mill work and to supply its members with suitable schedules or lists of mill work, from time to time, showing the cost thereof, based on tests made in the factories of its members.

The result of the issuance of these lists, said Commissioner Gaskill, "is a trend towards uniformity of selling price and the lessening of competitive sales on the basis of efficiency. The effect might be—in the absence of an ability to forecast consequences, we cannot say it will be—to characterize the Bureau as a combination to lessen competition and to restrain trade, even to create monopoly.

One of the most valuable functions of a trade association is education in proper methods of cost accounting, so that the member may know as accurately as possible and compete with knowledge of his own business. He must make its own prices. And any concerted effort to substitute for the individual's actual cost, what may be to him a highly arbitrary and uniform cost basis, seems to be a dangerous misuse of the Bureau's processes. It takes away the necessity for individual costs accounting by creating an arbitrary cost standard.

It deprives the efficient of the competitive advantage which efficiency gives and tends to raise the selling price to the consumer. Furthermore, the pressure toward the arbitrary use of standard costs disregards the fact that these costs vary continuously not only with the several mills, but with the whole industry, and that those changes can not be reflected to the consumer under the uniform cost list as promptly as by the individual producers each working from his own mill.

The Commission has no legal power to approve or disapprove your project at this stage. Its opinion in the matter may be apparent. Only this is sure: If you do not publish a uniform cost list nor endeavor to educate your membership to the use of standard cost, you will, so far as this is concerned, be within the law.

Members of the American Forestry Association who have charged that the organization is managed under undemocratic methods will have a hearing on their allegations in the near future in Washington or in New York City, it has been stated by officials of the organization here. Although no date has yet been set, it is under-

stood that the hearing will probably be held in September or October.

Outlining the protests of those who seek reform in the association, a statement signed by the foresters says that they "recognize with profound regret that the association has adopted a course which, unless promptly corrected, forfeits its rights to the confidence of the public and clearly invalidates its claim to represent the forest interests of the people."

The protests declare that by amendment to the by-laws adopted at the last annual meeting in Washington in February, 1921, the control of the association was taken out of the hands of its members and given over to a "self-perpetuating board with unusual powers." Also, that the "financial management of the association is not sound," and that the association has "confined itself too exclusively to the work of general publicity and failed to take a leadership in many of the vital issues involving State and Federal legislation, especially where controversies are involved."

The protests are signed by more than 100 prominent foresters. Many are officers of State forestry associations or State forestry officers. Others are directors or professors in schools for forestry, and scores are in the forest services of the States, the Federal Government and Canada. Gifford Pinchot is a signer, as is W. B. Greeley, Chief Forester, and Henry S. Graves, ex-Chief Forester.

A new forest experiment station, the first in the Eastern States, will be established at Asheville, N. C., within a short time by the Forest Service of the Department of Agriculture, it was announced here this week. Steady depletion of the Southern Appalachian timber supply has been responsible for the location of this station in the East, and the subject of the work to be conducted will be to secure information needed by foresters for the best methods of handling forest lands in the southern mountains.

For many years the United States has depended for a large part of its hardwood timber products on North Carolina, Virginia, West Virginia, Kentucky, Tennessee, Alabama, Georgia and South Carolina, the Forest Service declares. The crest of hardwood production in this region, with a cut of approximately four billion feet, was reached in 1909. By 1918 the production had fallen off nearly 60 per cent, in the face of rising lumber prices and increasing demands.

"There is every reason to expect the same trend to continue, owing to the steady decrease in timber supplies," the Bureau states. Continuing the statement says:

"The country as a whole will, in the future, have to depend on the steep mountain slopes of the Southern Appalachians for a very large percentage of its high grade hardwood supplies. The bulk of the remaining hardwood stands is now in the Lower Mississippi Valley, and it is practically certain that a large part of this rich bottom land will be used for agricultural purposes when the timber is removed. The entire country should therefore be directly interested in bringing about the growing of hardwood timber in this region where ideal conditions exist for its production.

Northern Manufacturers Endorse Practicable Forestry

AT THEIR meeting at the South Shore Country Club, Friday, July 22, as guests of Edward Hines of Chicago, members of the Northern Hemlock and Hardwood Manufacturers' Association put themselves on record through resolution as being favorable to the application of forestry principles wherever it is demonstrated that that application may be economically and financially possible.

The association addressed its thought to the forestry committee

of the Chamber of Commerce of the United States in a letter prepared and passed as a resolution, in which the lumbermen recognized it as their duty to cut wisely and with the greatest care for the future supply and with full utilization of the present product. The letter was opposed to slash burning and regulation of tree cutting. It further stated that even though present taxes are practically confiscatory and though the timber owners are

(Continued on page 26)

HOLLY RIDGE HARDWOODS

Branded HR

GUM OAK ASH ELM CYPRESS

THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

BAND MILLS
HOLLY RIDGE, LA.
ST. LANDRY, LA.
MONROE, LA.
MEEKER, LA.

BRANCH SALES
OFFICES
DETROIT, MICH.
BALTIMORE, MD.
KANSAS CITY, MO.
INDIANAPOLIS, IND.

HOLLY RIDGE LUMBER CO.

INCORPORATED

MAIN OFFICE

LOUISVILLE, KENTUCKY

E. SONDHEIMER COMPANY

MEMPHIS TENNESSEE

Band mills at
BATON ROUGE, LA.; SONDHEIMER, LA.; TALLULAH, LA.

Office and Distributing Yard
MEMPHIS, TENN.

Manufacturers of Southern Hardwoods

Dry Stock, Ready for Shipment. Ask us for prices. We may be able to save you some money.
We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH		QUARTERED TUPELO		10/4" No. 1 Com. & Btr.		1" No. 1 Common	
1" to 4" FAS	10 cars	1" FAS	1 car	8/4" Log Run	8 cars	1 1/4" & 1 1/2" No. 1 C. & B.	3 cars
1" No. 1 Common	10 cars	PLAIN TUPELO		3" Log Run	2 cars	2 1/2" & 3" No. 1 C. & B.	4 cars
1 1/4" No. 1 Common	5 cars	1" FAS	10 cars	QTD. FIG. RED GUM		PLAIN RED OAK	
1 1/2" No. 1 Common	5 cars	1" No. 1 Common	2 cars	1" No. 1 Common	1 car	1" FAS	3 cars
2" No. 1 Com. & Btr.	8 cars	1" No. 2 Common	5 cars	QUARTERED WHITE OAK		1" No. 1 Common	15 cars
1", 1 1/4", 1 1/2" No. 2 Com.	5 cars	1" No. 3 Common	3 cars	5/8" No. 1 Common	1 car	1" Sound Wormy	5 cars
WILLOW		5/4" No. 2 Common	1 car	1" No. 1 Common	5 cars	1" No. 2 & 3 Common	10 cars
1x13" to 17" Box Bds.	1 car	COTTONWOOD		PLAIN RED GUM		5/4" No. 1 Com. & Btr.	3 cars
1" FAS	10 cars	1" FAS	10 cars	5/8" No. 1 Com. & Btr.	8 cars	PLAIN WHITE OAK	
1" No. 1 Common	10 cars	1" No. 1 Common	15 cars	3/4" No. 1 Com. & Btr.	5 cars	5/8" No. 1 Common	1 car
1" No. 2 Common	10 cars	1" No. 2 Common	3 cars	1" FAS	3 cars	5/8" No. 2 Common	1 car
1 1/4" No. 2 Com. & Btr.	10 cars	5/4" FAS	5 cars	1" No. 1 Common	8 cars	3/4" No. 1 Common	1 car
1 1/2" No. 2 Com. & Btr.	10 cars	5/4" No. 1 & No. 2 Com.	10 cars	1" No. 2 Common	5 cars	1" No. 1 Common	10 cars
2" No. 2 Com. & Btr.	10 cars	6/4" FAS	5 cars	5/4" FAS	5 cars	1" No. 2 Common	5 cars
CYPRESS		6/4" No. 1 Common	5 cars	5/4" No. 1 Common	10 cars	PLAIN SAP GUM	
1" FAS	1 car	6/4" No. 2 Common	12 cars	QUARTERED SAP GUM		5/8" No. 1 Com. & Btr.	12 cars
1" Select	1 car	BLACK GUM		2" No. 1 Com. & Btr.	15 cars	3/4" No. 1 Com. & Btr.	5 cars
1x4, 6, 8, 10, 12" No. 1 C.	8 cars	1" No. 2 Com. & Btr.	1 car	3" No. 1 Com. & Btr.	2 cars	4/4" No. 1 Common	10 cars
1x4" to 12" No. 2 Common	5 cars	PECAN		QUARTERED RED OAK		4/4" No. 2 Common	10 cars
1 1/2" Select & Shop	8 cars	1" Log Run	3 cars	1" FAS	3 cars	5/4" FAS	10 cars
2" Pecky	2 cars	6/4" Log Run	5 cars	1" No. 1 Common	5 cars	5/4" No. 1 Common	15 cars
2x6" No. 1 & No. 2 Com.	2 cars	2" Log Run	7 cars	1" No. 2 Common	5 cars	5/4" No. 2 Common	5 cars
2" FAS	2 cars	SOFT ELM		5/4" No. 1 Com. & Btr.	5 cars	MAGNOLIA	
10/4" Select & Btr.	2 cars	3/4" Crating	8 cars	QUARTERED RED GUM		1" No. 1 & No. 2	3 cars
3" Select & Btr.	1 car	6/4" Log Run	1 car	1" FAS	5 cars		
4" Select & Btr.	1 car						

(Continued from page 24)

entitled to protection just as much as is the city property holder, the lumberman will under proper conditions share, through further taxation, the expense of patrol and defense against fires.

Holding that it would be unconstitutional to compel private owners to grow trees for the benefit of the public, the letter stated that this action is a private obligation and that no step forward can be taken until that principle is accepted.

M. J. Fox, president, was in the chair and addressed the meeting briefly admonishing members to run if they possibly could in order to maintain dependable workers.

Due to the rapid liquidation of all goods, Mr. Fox expressed a great deal of hope for the future.

Other regular reports were made, R. B. Goodman, chairman of the committee on labor, maintaining that labor has not yet come down with the liquidation of living costs and must do so.

A. L. Osborn, chairman of the bureau of transportation and legislation, referred to apparently favorable efforts to reduce coast rates on products of the association, the rate west being 106 1/2 cents as against a 73 cent rate east for western production.

After luncheon, E. A. Hamar reported on legislative matters in the upper peninsula and Ray McQuillan, chairman of the inspection committee, reported for that body.

Edward Hines of Chicago offered a resolution which was passed, protesting against the practice of selling combined firsts and seconds and selects without specifying percentages. In commenting on market conditions, Mr. Hines was hopeful for the future and stated that with the deplorable present conditions of lower grades, he was withdrawing all No. 3 common from the market at his Park Falls mills until it might be possible to realize \$15 a thousand for this grade at the mill.

A. H. Klass, chairman of the committee of statistics and educational information, maintained that business so far this year has been only fifty to sixty per cent normal. Selects and better grades are

below normal; No. 1 common practically normal, and No. 2 or No. 3 common considerably above normal in supply.

The following in part is the resolution which defines the association's stand on a national forestry policy:

"First, we recognize the necessity of providing ample timber supplies for future generations;

"Second, that reforestation should be practiced by private enterprise whenever it is demonstrated to be economically and financially possible;

"Third, that the work of demonstrating the practicability of methods for successful reforestation is a governmental function;

"Fourth, that the principles of co-operation between the Federal and state governments and private owners, as enunciated in the Snell bill, be approved;

"Fifth, that the Snell bill be indorsed whenever by investigation and practical experiment it is determined that the purposes stated in same are attainable and desirable, and the essential requirements of a policy that will accomplish such purposes are clearly stated in the bill;

"Sixth, any forestry legislation should definitely assure to the private citizen his constitutional rights of the possession of the fruits of his labor, and of the ownership and direction of his property; and

"BE IT FURTHER RESOLVED, that we recognize that among the things desired to be accomplished for the protection of young timber growth are the following:

"First, control, and where possible, the elimination of fires;

"Second, increased utilization of forest material by improved methods of manufacture and building construction;

"Third, adoption of such tax laws as will provide the states with necessary revenues while forest lands are exempted from taxation to encourage forest growth;

"Fourth, amendment and modification of Federal and state anti-trust laws to permit a reasonable co-operation among lumber manufacturers, under the supervision of the courts, for the purpose of eliminating unnecessary and destructive competition in the wasteful production of lumber in excess of public requirements; and,

"BE IT FURTHER RESOLVED, that the Northern Hemlock and Hardwood Manufacturers' Association offer and extend to the forestry authorities of the Federal and state governments the fullest co-operation, in making comprehensive demonstrations and field investigations to determine the 'essential requirements' necessary to successfully promote practical forestry practices."



Superior Quality Hardwood Lumber

COMMON ASH

4/4 No. 1, 2, and 3.....	3 cars
4/4 FAS	1 car
6/4 No. 1 Com. & Btr.....	2 cars
6/4 No. 2 Com.	2 cars
8/4 No. 1 Com. & Btr.....	4 cars
8/4 No. 2 Com.	2 cars
10/4 No. 2 Com. & Btr. 15% No. 2..	2 cars
12/4 No. 2 Com. & Btr., 15% No. 2..	1 car
4/4 No. 1 Com. & Btr.....	1/2 car
Mixed narrow and wide Gum Box boards	1 car

SAP GUM

4/4 FAS	1 car
4/4 No. 1 Com.	5 cars
4/4 No. 2 Com.	3 cars

RED GUM

4/4 No. 1 Com.	2 cars
5/4 No. 1 Com.	3 cars

QTD. RED GUM

5/4 No. 1 Com.	2 cars
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RED OAK

4/4 FAS	2 cars
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QTD. WHITE OAK

4/4 No. 2 Com. & Btr.....	3 cars
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QTD. RED OAK

4/4 No. 2 Com. & Btr.....	1 car
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WORMY OAK

4/4 Sound	3 cars
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PLAIN RED OAK

3/4 No. 1 Com. & Btr.....	3 cars
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MIXED OAK

12/4 No. 2 C&B, 15% No. 2.....	2 cars
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ELM

6/4 No. 2 Com. & Btr.....	3 cars
10/4 No. 2 Com. & Btr.....	3 cars

Manufacturers and Wholesalers of Southern Hardwoods

A. M. RICHARDSON LUMBER CO.
HELENA, ARKANSAS

Boston Representative: D. A. WEBSTER, 80 Boylston Street, for quick service on places east of Buffalo

Manufacturers of SOUTHERN HARDWOODS

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

Clubs and Associations

Michigan Operators Hold Annual Convention

Quantities of firsts and seconds and selects in the stocks of the members of the Michigan Hardwood Manufacturers' Association are very small at this time, reports made at the fifteenth annual meeting in Detroit, Mich., at the Statler Hotel on July 20, showed. The percentage of firsts and seconds in birch was shown to be but 3 per cent of the total stock of birch; of soft elm, 3.7 per cent; of maple less than 1 per cent; of basswood only 7 per cent, and in the other woods virtually no firsts and seconds.

The total of all hardwoods appeared to be 50 per cent over that of a year ago, but in July, 1920, the stocks on hand were less than 40 per cent of normal. It seems also that a large quantity of the stock sold has not been shipped, which accounts for about 33 per cent of the stocks on hand. In July, 1920, the stock unsold was very small; in fact, barely 20 per cent of the stock then on hand.

The accumulation of low grades is much more marked this year than in July, 1920, there now being 60 per cent more low grade lumber on hand than at this time last year. A large part of this is No. 3 common maple.

A contract of total results for the first six months of 1921 as compared with 1920 showed that out of a production of hemlock and hardwoods of 174,000,000 feet in the first half of 1920, shipments were made of 154,000,000 feet, while of the production of 150,000,000 feet of all woods the first half of 1921 shipments were made of 71,000,000 feet. A large part of this excessive surplus, however, is in the staple hardwoods, which, the members of the trade believe, are assured of an early market.

An extended examination of the problem of lower freight rates to the Pacific Coast and other rate questions resulted in the consensus of opinion that some vigorous action must be taken to compel the railroads to give these rate pleas their prompt attention. The Michigan manufacturers some time ago applied to the trans-continental roads for the same rate on west bound lumber that is now accorded east bound lumber from the Pacific Coast, namely, 72 cents. Lumber and hardwood flooring is now being burdened with a rate of \$1.13½ per 100 pounds from lower Michigan points to common points on the coast and \$1.06½ from upper Michigan points. The railroads emphatically declare the 72 cent west bound rate impossible, but did promise that when the inter-mountain freight

rate case was settled they would take up the question of lowering rates from upper and lower Michigan to the coast. The members of the association also want a readjustment of intra-state rates in Michigan.

A discussion of market conditions was nearly unanimously to the effect that trade is far below normal for this time of the year. But fall prospects were rated much more favorably, especially as there is every evidence of a considerable revival of demand in the furniture and automobile industries, which take a large part of the Michigan product.

The following is the result of the annual election:

President—F. O. Barden, Boyne City Lumber Co., Boyne City, Mich.

First vice-president—W. N. Wrape, Kneeland, Lunden & Bigelow Co., Bay City, Mich.

Second vice-president—J. L. Colby, Cummer-Diggins Co., Cadillac, Mich.

Treasurer—Geo. G. Brown, Cadillac, Mich.

Secretary—J. C. Knox, Cadillac, Mich.

Executive board:

F. O. Barden, Boyne City Lumber Co., Boyne City, Mich.

W. L. Saunders, Cummer-Diggins Co., Cadillac, Mich.

O. S. Hawes, O. S. Hawes Lumber Co., Detroit, Mich.

Directors:

R. Hanson, Galling-Hanson Co., Grayling, Mich.

W. L. Martin, Embury-Martin Lumber Co., Sheboygan, Mich.

D. H. Day, D. H. Day, Glen Haven, Mich.

C. A. Bigelow, Kneeland, Lunden & Bigelow Co., Bay City, Mich.

N. M. Langdon, Antrim Iron Co., Mancelona, Mich.

F. L. Richardson, Richardson Lumber Co., Alpena, Mich.

C. T. Mitchell, Cobbs & Mitchell, Inc., Cadillac, Mich.

J. C. Ross, Ross & Wentworth, Bay City, Mich.

W. K. Jackson, Tindle & Jackson, Buffalo, Mich.

H. Kunert, Newberry, Mich.

G. M. Clifton, Louis Sands Salt & Lumber Co., Manistee, Mich.

Geo. N. Harder, I. Stephenson Co., Trustees, Wells, Mich.

Extreme South Demands Lower Rates

Further demands for drastic freight reductions on hardwood lumber or at least readjustment that will place the extreme Southern territory on an equal basis with the other sections of the United States were vigorously sounded by the Southwestern Hardwood Manufacturers' Club, comprising leading manufacturers in Texas, Louisiana and Mississippi at the club's regular monthly meeting at Lumbermen's Quarters, 108 University Place, New Orleans, Thursday, July 14.

The leading addresses on the subject were made by Frank R. Gadd, of the statistical department of the American Hardwood Manufacturers' As-

Our Specialty Is **AMERICAN WALNUT** **Lumber and Veneers**

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

We Also Handle

MAHOGANY

MEXICAN

PHILIPPINE

The Kosse, Shoe & Schleyer Co.

EASTERN BRANCH:

8 E. Lexington Street, Baltimore, Md.

Home Office: Cincinnati, Ohio

Lock Box 18, St. Bernard Branch

sociation; J. H. Townshend, of the Southern Hardwood Traffic Association, and C. H. Sherrill of the Sherrill Hardwood Lumber Company, who pointed out forcefully the discrimination which is alleged to be obtaining against the manufacturers of the tri-state territory and also Alabama as well as states further North.

Another important matter handled by the club was the troublesome question as to its legal right to prepare and discuss at its meetings production cost data, which was definitely settled in the affirmative by a letter from L. C. Boyle, counsel of the American Hardwood Manufacturers' Association, read at the meeting. Attorney Boyle assured the members that the fact that some were also members of the American did not affect their right to hold their club meeting or to gather production cost data.

To further the work, the following resolution, offered by C. H. Sherrill, was adopted and a committee appointed to carry out its provisions:

"That a new committee be appointed to prepare a scale of standard production costs for the manufacturers of hardwood lumber, based on single band mill of 30,000 feet capacity per day and also on double band mill of 60,000 feet capacity per day based on fixed scale of wages for necessary employees, except officers and office employees, excepting also selling costs, discounts, interest, insurance, taxes, depreciation and advertising expenses. This standard to be based on first run timber."

C. J. Coppock, president of the club, appointed on this committee: C. H. Sherrill, chairman; W. B. Morgan, John Deblieux, F. R. Gadd, J. W. Thompson, Percy Bass and C. W. Weeks.

With the Trade

Stark Resumes Sawing

James E. Stark & Company, Inc., resumed operations at their band mill in North Memphis last week. They are taking care of contract timber which must be moved during 1921 and will have a run of approximately 30 days.

Kelsey Saw Mill Closes

The saw mill of the Kelsey Wheel Company, North Memphis, Tenn., which has been operating heretofore, has closed down. The management is authority for the statement that it is impossible to profitably manufacture low grade lumber on present transportation rates, and gives this as

the reason for its action. Closing down of the saw mill will not affect the wheel plant, which is operating on partial time.

Coulson Company Bankrupt

The Coulson Lumber Company, with headquarters in this city and with mills at Tchula, Miss., and Garland City, Ark., filed an involuntary petition in bankruptcy in the federal court here late Tuesday evening, July 19, as a result of its inability to convert its assets into cash and difficulty in effecting satisfactory settlement of a judgment of \$25,000 rendered against it in favor of the Globe-Bosse-World Furniture Company, Evansville, Ind.

Liabilities are scheduled at \$200,413.44, while assets are placed at \$147,951.22. A considerable portion of the liabilities are reported to consist of contingent notes, and it is pointed out that, if these were eliminated, liabilities would amount to only about \$125,000.

It is expected that Harry B. Anderson, referee in bankruptcy, will appoint a receiver to take charge of affairs of the firm, which has been engaged in the lumber business here for about nine years.

Thom Launches Own Business Ship

W. S. Thom, sales manager of the Langlade Lumber Company of Antigo, Wis., has resigned, effective July 15, to engage in business on his own account, with headquarters at Wausau, Wis. His place has been filled by the appointment of Roy E. James, who up to this time has been representing the Langlade interests in the Southern Wisconsin territory. Mr. Thom was associated with the Langlade company for five years, or virtually since its inception.

Long-Bell General Manager Retires

C. H. Dodd, for the last eleven years treasurer and general manager of the Hudson River Lumber Company at DeRidder, La., one of the oldest associated companies of the Long-Bell Lumber Company, has announced his resignation, effective July 1, 1921. Mr. Dodd will retire and will make his home in Dallas, Tex.

Mr. Dodd will be succeeded at DeRidder by W. E. Sailor, who has been superintendent at that mill for the last twelve years.

Both Mr. Dodd and Mr. Sailor have been with Long-Bell more than twenty-five years.

Perkins Wins Judgment

On July 6, 1921, the District Court in the Grand Rapids District, entered judgment for \$20,000 against the firm of The Hood-Wright Company for infringement of the Perkins' patents. The appeal which had been previously taken from the decision in this case has been abandoned and the judgment paid by Mr. Hood and Mr. Wright.

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

WE WANT TO SELL

250,000 feet No. 3 and Better 1-inch mixed Gum
\$15.00 per 1,000

250,000 feet No. 3 and Better 1-inch mixed Oak
\$20.00 per 1,000

This Stock is located at our mill at Reeves, La., is well manufactured, bone dry and in fine condition

ALSO

5 cars Gum dog boards, \$5.00 per 1,000

5 cars Oak dog boards, \$5.00 per 1,000

POWELL LUMBER CO.

LAKE CHARLES, LOUISIANA

Hardwood News Notes

MISCELLANEOUS

The Florence Table & Lumber Company, Memphis, Tenn., has changed its name to the Florence Table & Manufacturing Company.

Clarence Kirven is now the owner of the Commercial Hardwood Company at Shortleaf, Ala.

The Elmore County Lumber Company has been incorporated at Montgomery, Ala., as has the H. O. Cook Lumber Company at Hattiesburg, Miss.

C. L. Ritter of the C. L. Ritter Lumber Company and other Huntington, W. Va., lumber companies, is at Battle Creek, Mich., where he recently underwent an operation for appendicitis, and is reported improving satisfactorily.

The capital stock of the Mark H. Brown Lumber Company, Memphis, Tenn., has been increased to \$200,000, and that of the C. R. Brewer Lumber Company, Battle Creek, Mich., to \$40,000.

The Talge Mahogany Company of Indianapolis, Ind., has obtained a charter to operate in Kentucky, with headquarters for that state in Louisa, Ky.

The Love Lumber Company has been incorporated at Hattiesburg, Miss., with a capital of \$75,000.

CHICAGO

R. E. Hollowell of Spencer, Ind., was in Chicago a few days ago visiting relatives and incidentally picking up a few nice orders for northern and southern hardwoods. While here Mr. Hollowell announced the change in the name of his company, the Eel River Falls Lumber Company. Mr. Hollowell and his partner, P. C. Pierson, recently decided to change the name of the firm to Pierson-Hollowell and start an advertising campaign which will put the new name before the trade.

Edgar P. Allen, publicity director of the National Lumber Manufacturers' Association, left Chicago on July 23 for Tacoma, where he will attend the board of directors' meeting on July 27.

The office of the Natalby Lumber Company of Hammond, La., has been reopened in this city in charge of G. H. Fordham, who for the last two years was manager of the Marathon Lumber Company at Laurel, Miss., and for a number of years was sales manager for the old Mississippi Lumber Company at Quitman, Miss.

A party of several of the directors of the National Lumber Manufacturers' Association left Chicago on July 23 bound for Tacoma, Wash., where they will arrive on July 26 to participate in meetings of National board of directors in Tacoma on July 27 and Seattle July 28 and 29 in connection with the meeting of the West Coast Lumbermen's Association.

Among those who are expected to attend are: John H. Kirby, president of the National; Junius H. Browne, of the Pacific Lumber Company of New York; John L. Kaul, Southern Pine Association; Charles S. Keith, Southern Pine Association; W. L. Kinzel will represent R. B. Goodman, Northern Hemlock and Hardwood Manufacturers' Association; G. E. Mattison, Southern Pine Association; A. L. Osborn, Northern Hemlock and Hardwood Manufacturers' Association; W. L. Saunders, Michigan Hardwood Manufacturers' Association; W. C. Sherman, Georgia-Florida Saw Mill Association, and Frank G. Wisner, Southern Pine Association.

The Chicago Lumbermen's Association is temporarily minus a hustling president, N. C. Mather, the president, being in the south investigating manufacturing conditions.

After having spent several days in Detroit, Grand Rapids and other Michigan hardwood using centers, J. W. Welsh of the Welsh Lumber Company, Memphis, passed through Chicago en route home last week. He stopped over a couple of days, during which he spread some optimism relative to the demand from the furniture industry in the next few months. This happy opinion was based on information obtained in the north.

Among the interesting visitors to Chicago last week was J. C. Knox, of Cadillac, Mich., secretary of the Northern Hardwood Manufacturers' Association. Mr. Knox came to Chicago on association business following the successful fifteenth annual meeting in Detroit a few days before. He was well and in an optimistic frame of mind.

BUFFALO

Interest in the development of the Allegany State Park increases rapidly. It is not only expected to be a great game and outing center, but under the lead of the College of Forestry of Syracuse University every possible effort will be made to develop it as a timber-growing tract. The land is much more suitable for that than for farming, as the surface is much broken and interspersed with rapid streams. An effort is being made to interest all sorts of people through various civic societies.

G. Elias & Bro. are continuing the turning out of airplanes for the government and these are being found well suited to its needs.

Frank T. Sullivan has now ended his vacation, which was spent on his yacht "Flick," in the St. Lawrence River, but which was not far enough

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of
Dry Northern Hardwoods

HARD MAPLE
SOFT MAPLE
BASSWOOD

BIRCH
BEECH
ELM

UP-TO-DATE BAND MILLS Now OPERATING at PELLSTON and MUNISING, MICH.

DRYING

VENEER

also
Re-drying

Proctor
DRYERS

PROCTOR &
SCHWARTZ
INC.
PHILADELPHIA, PA.

WARREN ROSS LUMBER CO.

BAND MILL AND YARD, JAMESTOWN, N. Y.

We are running our mill continually, manufacturing all kinds of Hardwoods, and maintain a complete stock here. We ship direct from the mills all kinds of Northern & Southern Hardwoods, also Mahogany.

away to prevent attending to office matters at least one or two days a week. His son-in-law, Frank J. McNeil, has now taken charge of the yacht and will take his vacation in that way.

BALTIMORE

In the Marine Show and Import and Export Exhibition, designed to bring the attention of shippers generally to Baltimore's advantages as a gateway for the movement of goods to and from foreign countries, which was held the week ending July 16 in the Fifth Regiment Armory, a building of vast proportions, one of the most interesting displays was made by John L. Alcock & Co., hardwood exporters of that city. This display presented in logically arranged form and readily accessible shape samples of logs, round and with the bark off, sawn timbers, boards, planks and other divisions of export lumber, all of the samples clearly labeled and so placed as to show off quality and general character. It was the only exhibit made by anyone engaged in the lumber trade, with the exception of the representation of the box making industry gotten up by the North Carolina Pine Box and Shook Manufacturers' Association, adjoining, and it attracted thousands of visitors, many of whom had never seen the various kinds of woods so arranged as to make clear their differences and their physical peculiarities.

The display was divided into two equal parts by a kind of wall made of boards, the center of the first section being taken up by a big black walnut log, such as are in great request by the veneer makers. This log measured 28 inches across the top. Hewn timbers, squared to meet the requirements of the export trade, occupied corner positions, and there were a large number of other items, which not only proved of interest to the casual visitor, but were an instructive object lesson to lumbermen generally.

CINCINNATI

A blaze in the lumber yards of the Fagin & Giffen Lumber Company caused damage estimated at \$50,000. Twenty-eight carloads of lumber were destroyed and almost as many carloads were damaged by the intense heat. Officials believe the fire was of incendiary origin. Arrests have been made in connection with the fire, which was discovered early in the evening on July 8.

F. N. Stanforth, assistant sales manager of the M. B. Farrin Lumber Company, has been made manager of the oak flooring department. He succeeds W. N. Ames, who resigned that position to engage in the lumber business for himself.

Employees of the M. B. Farrin Lumber Company held their second annual outing and field day at the Zoological Garden on July 6. The affair was attended by more than five hundred people, including the employees, their families and friends.

W. A. Noble, for many years connected with the Probst Lumber Company, has resigned his position and is now engaged in the lumber business for himself. Mr. Noble has opened an office temporarily in the Second National Bank Building.

The Venus Phonograph Company, which dissolved its business several months ago, has been reorganized and incorporated with a capital of \$25,000. The incorporators are Frank Merringer and Frank L. Camel. The company has leased its old quarters on Canal street and will resume operations within a month.

LOUISVILLE

W. R. Willett of the W. R. Willett Lumber Company has recently motored to Chicago, where he plans to spend a vacation of some weeks at the Edgewater Beach Hotel.

W. P. Brown & Sons Lumber Company, Louisville, expect to complete a new office building at the new yards at Fourth and K Streets, about September 1. These yards will have facilities over both the Southern and L. & N. railroads. The office will cost close to \$30,000, and will be complete in detail, even to shower baths for the office employees.

Edward Duval, sales manager of the Louisville Point Lumber Company, recently returned from a combined vacation and honeymoon in the East.

A report from Williamsburg, Ky., under date of July 13, told of fire loss of \$5,000 at the Dad Lumber Company plant, the blaze starting in the engine room.

R. R. May, of the R. R. May Hardwood Company, reports some small export business, consisting of one and two car lots, moving direct.

The Period Cabinet Company, at New Albany, formerly manufacturing talking machine cabinets, has swapped its lines and is now producing dining-room furniture.

Harry C. and Charles W. Inman, of the Inman Company, operating the Inman Panel & Veneer Company, and Inman Furniture Company, Louisville, recently motored to Chicago on a combined business and pleasure trip.

INDIANAPOLIS

The Rockport Planing Mill Company recently suffered a \$7,000 loss by fire of unknown origin. Charles Wilbern, president of the company, says his loss is covered by insurance in the amount of \$2,000. The dry house, containing 150 tobacco hogsheds, was destroyed. The mill company is planning to rebuild its plant.

The Kissell lumber yard at Versailles, Ind., and three box cars near

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

DELTA HARDWOODS

WHILE THE OTHER FELLOW
HESITATES, YOU MAY GUARANTEE
THE QUALITY OF YOUR HARD-
WOOD LUMBER SUPPLY BY GET-
TING IN TOUCH WITH OUR SALES
DEPARTMENT. OUR OPERATIONS
ARE BACKED UP BY AN EXPERI-
ENCED PERSONNEL WITH QUALITY
AS ITS WATCHWORD. BUY NOW
AND SETTLE THE QUESTION OF
YOUR SUPPLY OF RAW MATERIALS
WHILE YOU CAN GET THE BEST.

DON'T WAIT! ACT TODAY!

QUALITY
AND
STABILITY

Double Band Mills
|| Arkansas City, Ark.



May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

J. V. Stimson & Co.

OWENSBORO

KENTUCKY

Regular Width and Lengths; Dry

White Ash.....	Com. & Bet.	4/4 to 16/4
Beech	Log Run	4/4 to 8/4
Chestnut	Com. & Bet.	4/4
Elm	Log Run	4/4 to 16/4
Red or Sap Gum...	Com. & Bet.	4/4 to 8/4
Hickory	No. 1 Com.	4/4 to 16/4
Maple	Log Run	4/4 to 16/4
Qtd. White Oak....	All Grades	1/2" to 8/4
Qtd. Red Oak.....	All Grades	3/4 to 8/4
Pl. White Oak.....	All Grades	5/8 to 16/4
Pl. Red Oak.....	All Grades	3/4 to 16/4
Poplar	All Grades	5/8 to 8/4
Qtd. Sycamore.....	Log Run	5/8 to 4/4
Walnut	All Grades	5/8 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS
Owensboro, Ky. Campbellsville, Ky.

the vessels were loaded with willows for making furniture, were damaged severely by fire recently.

The M. G. Miller Manufacturing Company, Columbia City, Ind., has been organized for the purpose of manufacturing refrigerators and caskets. The company was organized by M. G. Miller, A. J. Fred and Lloyd Crouch.

The Ross Carriage Manufacturing Company at Union City, Ind., has filed a final decree of dissolution.

The Crown Chair Company at Evansville has increased its capital stock from \$150,000 to \$250,000, half of the increase being preferred stock.

Charles Hall of Valparaiso has been placed in charge of the branch factory of the Lewis E. Myers Company of Valparaiso, Ind. The company will manufacture educational desks and other products at Woodstock, Canada.

In order that H. L. Dix, of the Dix Lumber Company of Terre Haute, may give his entire attention to the business located in that city, the Sullivan plant of the Dix Lumber Company has been sold to two concerns operating in Sullivan.

Word has been received here of the death of Harry Quigg, who has been superintendent of the C. H. Barnaby hardwood lumber mills at Greencastle, Ind., for more than 23 years, which occurred as the result of an automobile accident at Brazil, Ind., July 6. Mr. Quigg's sister, who accompanied him, was also killed, and his two children were injured.

WISCONSIN

The extensive woodenware and hardwood products manufacturing business conducted at Merrill, Wis., for many years by Andrew Kaul, Jr., and associates has been changed to a corporate form, under the style of Andrew Kaul, Jr., Co., Inc. The authorized capitalization is \$250,000, consisting of 25,000 shares of common stock with a par value of \$10 each. The names of Evelyn R. Kaul, Coleman Steeves and Richard B. Runke, all of Merrill, appear as incorporators. It is stated that there is no significance in the change with respect to management and policies.

The Froedtert Lumber Company of Milwaukee has taken action to foreclose a chattel mortgage given by T. A. Bruett, doing business as the T. A. Bruett Lumber Company, and is offering for sale the sawmill building at 784 Greenbush Street, Milwaukee.

The Sawyer Goodman Company of Marinette and Menominee on July 15 resumed the operation of its large No. 2 mill, which was closed for about ten days for repairs and overhauling. The mill is being operated with a full crew and it is stated by officials of the concern that this schedule will be maintained throughout the remainder of the summer and fall, as the lumber market is now in a more favorable position than during the first half of the year.

The annual picnic and outing of employes of the John Schroeder Lumber Company at the headquarters in Milwaukee was held Saturday, July 9, at Rotary Springs, near Eagle, Wis., the beautiful summer home of Fred J. Schroeder, president of the company.

The Appleton Hub and Spoke Company has started operations in its new sawmill at Appleton, Wis., which is served by a log supply derived from the hardwood sections of the Patton Paper Company's timberlands in Northern Michigan. The mill is running at full capacity and has an ample log supply, with reserves, to enable the company to maintain this output until the close of the year.

The McAvoy Manufacturing Company of Racine, Wis., a large producer of automobile bodies, winter tops, truck cabs and similar automobile and motor truck specialties, has incorporated its business as the Wisconsin Top Company, Inc., with an authorized capitalization of \$300,000. C. V. McAvoy, L. M. Johnston and O. M. Kalmeliano appear as incorporators.

The Northern Wood Products Company of Glidden, Wis., is marketing an issue of \$200,000 of 8 per cent first lien serial gold bonds, dated June 10, 1921, and maturing in from five to ten years, which has been authorized as a Class A security by the Railroad Commission of Wisconsin. The issue is redeemable in whole or in part on thirty days' notice at 105 and interest. The purpose is to retire all floating indebtedness and provide additional working capital.

The locomotive repair department of the Manitowoc Shipbuilding Company at Manitowoc, Wis., has just completed the job of completely rebuilding a large engine for the Mellen Lumber Company of Mellen, Wis. The locomotive is used on the Mellen company's logging railroad and is now virtually a new engine, good for many more years of service.

The Artbilt Furniture Company of Milwaukee has filed articles of dissolution with the secretary of state of Wisconsin.

The Manitowoc Church Furniture Company of Waukesha, Wis., is about to start work on important improvements in its plant and power house to provide larger generating capacity. A new installation producing 125 k. w., consisting of an engine and generator, will be made in an addition to the power plant, which will also be provided with a new brick stack. The company has been working at full capacity without interruption for a long time and is steadily getting behind on its orders, making increased capacity imperative.

The Phoenix Toy Company of Milwaukee has recently amended its corporate articles to increase the capital stock from \$100,000 to \$125,000. The new capitalization consists of \$250,000 of preferred and \$100,000

of common stock. The works and offices are located at 430 Thomas Avenue. O. L. Gellerup is president.

The Ladysmith Chair and Furniture Company of Ladysmith, Wis., is enlarging its scope of operations to embrace a specialty in the nature of a writing desk of new design for hotel writing rooms.

The Wisconsin Textile Manufacturing Company of Two Rivers, a large maker of spools, bobbins and other hardwood specialties for textile and knitting mills, is starting work on the construction and equipment of a new factory, to be 60 by 180 feet in size, fireproof, and cost about \$30,000. It is to be ready about September 1.

The Grant Furniture Company of Racine, Wis., will build a new factory to cost about \$60,000 at 502-508 Sixth Street, according to plans prepared by Architect David R. Davis. It will be three stories high, with basement, 80 by 120 feet, of brick and mill construction. Work will start at once so that the new facilities may be available by early Fall.

The Dependable Baggage Company of Stanley, Wis., will rebuild its factory, which was almost totally destroyed by fire on March 3. The main building will be 100 by 100 feet, of brick, frame and mill construction and ready in time to handle a large volume of fall delivery business which has accumulated since operations were interrupted by the fire.

The Medford Lumber Company of Medford, Wis., sustained a heavy loss by fire on July 15 when five to eight cars, thousands of feet of logs and pulpwood being loaded, and a steam loader were destroyed at Camp 13, about twenty miles west of the city. It is believed a spark from a railroad locomotive caused the fire, which was extremely difficult to stop because of the condition resulting from a long dry spell.

The McDonough Manufacturing Company of Eau Claire, Wis., is working on a contract for woodworking plant equipment which is notable because of its relative size compared with contracts booked since the cessation of wartime requirements. It is to furnish the machinery for a new timber mill being erected in Chicago by the National Lumber and Timber Company for occupancy by the Thornton, Vanlandingham and Cook Lumber Company. A McDonough vertical resaw also will be installed in the planing mill of this plant. The timber mill equipment will include a 60-foot timber carriage. The plant will be one of the largest of this character in the United States. It is located on a forty-acre tract with two miles of switch trackage. Five motor trucks and a 105-foot derrick will facilitate the handling of timbers, some as large as 40 by 40 inches and 100 feet or more in length. The contract is to be executed in sixty days. It was booked by Eugene T. Thompson, sales manager of the McDonough company.

The Great Northern Pail Company of Gillett, Wis., is erecting a new factory addition, 36 by 70 feet in size, to house machinery for a new department being established to manufacture veneer shipping cases. The output of candy pails and similar goods is also being increased. The veneer case department will be in operation about September 1, according to present plans.

About 230,000 feet of hardwood and softwood logs belonging to L. W. Kannia of Mellen, Wis., and Mark Raymond of Tomahawk, Wis., and cut at Ballou, three miles east of Mellen, were destroyed by fire with a loss estimated at nearly \$100,000, insured about 80 per cent. The fire is believed to have been set by labor agitators who had been refused a meal at the Ballou camp.

TORONTO

Comparatively little comment is offered on the proposed American tariff on dressed lumber. Canada levies a duty on imports of dressed lumber into this country, so it does not occasion surprise that most of the objections to the United States tariff emanates from American importers. The great bulk of Canadian exports are "in the rough," or undressed lumber. Quite a number of mills would be affected, but meanwhile there are strenuous objections offered by the American interests that are importers of dressed lumber from Canada.

S. Hargreaves, who for the past year has represented Gibson, Merrick & Lindsay, of Vancouver, in Toronto and Ontario, has gone to British Columbia, and will open a purchasing office in Vancouver in the interest of Ross-McLaurin, Ltd., of Toronto and Lachine. Mr. Hargreaves has spent many years in the Pacific province and is thoroughly conversant with manufacturing and sales conditions.

Alex. P. Read, of Read Bros., Limited, Toronto, accompanied by his wife and little girl, has gone on an extended holiday trip to Great Britain, France, Italy and other European countries.

C. G. Anderson, of the C. G. Anderson Lumber Company, Toronto, was one of the delegates of the Kiwanis Club of Toronto who attended the recent international gathering at Cleveland.

A federal charter has been granted the East & West Trading Company, Limited, with headquarters in Toronto. Among the powers conferred on the company is to manufacture and deal in wood, paper, pulp, veneer and all other products of wood. Among the incorporators are Alfred M. Wickson, Richard H. Fallis, Arthur W. Connor and S. E. Raper, all of Toronto. The capital stock is \$20,000.

W. A. Stevenson and F. T. Finkinstadt, representative lumbermen of Bay City, Mich., with large Canadian interests, were in Toronto a few days ago on business connected with their enterprises.

Among the western lumbermen to visit Toronto during the past few



STURTEVANT HIGH HUMIDITY DRY KILNS SAVE

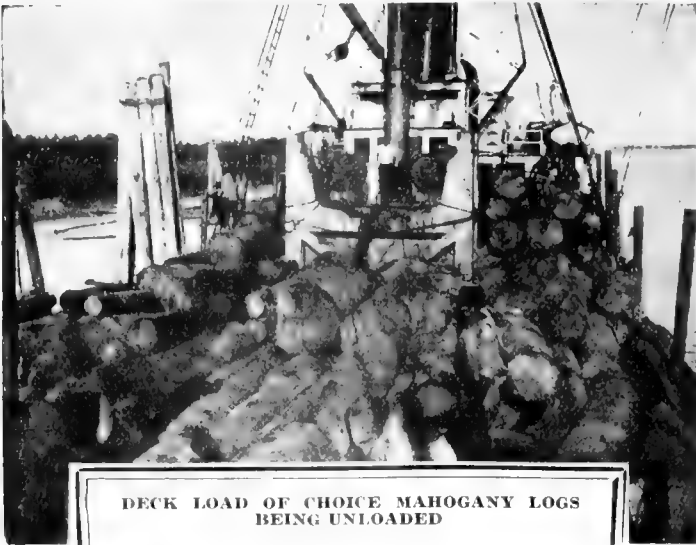
BECAUSE:

1. Practically all of the air is continually re-circulated—we do not attempt to heat all outdoors to create a circulation.
2. Steam consumption lower than any other kiln, because there are no cold curtains in the kiln to condense and chill the air.
3. 25% greater loading capacity per truck than any other competitive kiln.
4. Building construction cost greatly reduced due to the previous point, and absence of flues, etc., in building walls.
5. VERY LOW INSTALLATION COST as apparatus comes in compact units ready to be set up.
6. By using the exhaust steam from the engine-driven fan it makes your power cost nil and gives you 100% efficiency of your steam. First you use the pressure and then the heat of your steam.
7. Positive automatic control valves furnished, permit rigid steam economy.
8. Seven changes of air per minute across both faces of every board is your guarantee of quick drying.
9. Quicker drying at low temperature means less degrade and more money in your pocket.
10. It is sold by a reputable manufacturer on a manufacturing basis and you are not paying for ideas and patents. You get your money's worth of Drying Equipment.

*"The Kiln with the Circulation
You Can Understand"*

B. F. STURTEVANT COMPANY HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga., Boston, Mass., Chicago, Ill., New York, N. Y.,
Philadelphia, Pa., Rochester, N. Y., Seattle, Wash.,
San Francisco, Calif.



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

CHICAGO OFFICE
N. S. JOHNSON
39 W. ADAMS ST.

GRAND RAPIDS
GEO. A. BAKER
HOTEL CODY

MAHOGANY

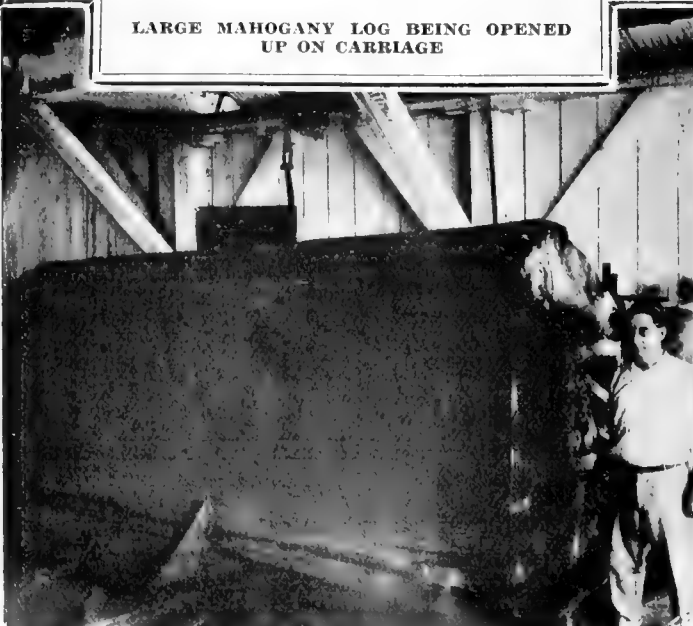
OFFICES AND W. REHOUSES
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



days were J. W. Lings of the Dominion Timber Sales, Limited, Vancouver, B. C., and J. D. McCormack, general manager of the Canadian Western Lumber Co., Fraser Mills, B. C.

The Hardwood Market

CHICAGO

The morale of the hardwood interests selling on this market has been noticeably improved by the good reports that come from the Grand Rapids and Chicago furniture markets. The business booked by the furniture manufacturers on these two markets gives promise of an important improvement in demand in the latter part of August or early autumn. It is believed that the lumber stocks of the furniture makers are very low, and that they will have to take on considerable more lumber to fill the orders they have booked in the past few weeks. Trade in hardwood flooring is holding up well and the demand for trim is good. The steadiness of prices for the scarce upper grades and the relative weakness in lower grade prices continues.

BUFFALO

Hardwood trade is showing less activity than a month ago, and hardly any purchaser is interested. The business depression in the East shows no signs of letting up, although the prediction is made that some improvement will take place this fall. It is based on the feeling that things generally do get better in the fall, and they ought to do so this year, after a long period of dullness. But the prophecies of good times this fall have been revised to some extent. Buying of hardwoods is not expected to make any sudden strides from present conditions.

Prices are naturally showing the effects of the severe competition. The mills and the wholesalers in Southern territory have a good deal of stock to sell in the common grades, and until the business begins to pick up there is not much expectation of additional firmness in such stock. The price does not make much difference to the buyer who has no need of additional supplies at this time.

CLEVELAND

Little change in the hardwood market situation can be noted in the last fortnight here. General manufacturing activities have diminished to a low ebb, and the requirements of hardwoods from this source are no larger than they have been since May 1. The automobile trade, hitherto looked upon as a sort of mainstay in this division for the hardwood faction, has curtailed rather than expanded its output. The upset to the building industry as a whole through the strike of building trades operatives during May, and the uncertainty of the house building public, which offers the most significant market for interior finish, that the market as far as labor is concerned has not reached bottom, is holding back what might otherwise be a normal year. Hence while there is some improvement over a month or so ago, by no means is this improvement bringing hardwood demand up to normal. It is equally significant that while bigger building operations are being contemplated in large number, actual contracts are slower in being placed. In the face of these conditions the market here remains surprisingly steady, and while prices may not be strong, there is less shading of quotations, and holders appear willing to await further developments.

BOSTON

The market is unmistakably quiet. This is ascribed to the recent holidays, the hot weather and the fact that this is naturally a quiet time of year. It is also, of course, due to some extent to the general business situation and the credit situation. There is a slight improvement in demand and inquiry all along the line, but it is unfortunately a very slight improvement. A feature of the market the past fortnight is the fact that there has been considerable inquiry for finish noted. The fact is that the house finish people are figuring on a number of jobs at the present time. But thus far the inquiry, which is generous in volume, has not been followed by orders of any importance. There continues to be a fair volume of business, considering all things, from the hardwood yards. They and the furniture people furnish the bulk of business. There has indeed been a slight falling off in demand from the furniture makers, and from the chair makers especially demand at this time is quite slack, and with the railroads and in the way of export business there is practically no trade. There is really little pep to the market, but on the other hand the tone of the market is very firm. This, of course, applies to firsts and seconds. There has been no change in prices of the upper grades and the market for them is firm, but there continues to be accumulation in the lower grades and a wide range between the prices of the upper grades and the prices of the common grades.

BALTIMORE

Conditions in the hardwood trade have undergone no important modifications in the last two weeks. Mills are holding down on the production and the buyers are by no means eager to place orders, their requirements still being quite moderate, so that even price revisions downward do not always secure business. It is not so much that purchasers want to depress

Grand Rapids Does "Normal" Business

Orders Booked by Furniture Manufacturers on July Market Will Keep Majority of Plants Running with Full Crews Full Time for Months

The close of the third week of the July furniture market found an official registration of buyers numbering 2,163. With still one week more to go it was the belief that a new high record for buyers might be established. The present high record is 2,244 made in the big riot market of July, 1919.

This attendance has been somewhat of a surprise. A large number of buyers was expected but it was little thought it would run above the 2,000 mark. It may be added, too, that the buying, the actual placing of orders, has been in excess of what was expected.

All Grand Rapids factories have done a large business in the market, enough to warrant a resumption of full crew, full time schedule and with the outlook that this situation will continue up to the opening of the next January market. Indeed, a few of the Rapids plants are sold up if all the orders placed are confirmed and no untoward disturbance occurs to bring about cancellations. The situation is so vast an improvement both in concrete terms and in atmosphere over last July and last January that all branches of the industry are feeling entirely hopeful that the return of normal conditions is close at hand.

Outside manufacturers as a rule did not do as well as those of Grand Rapids and vicinity except in spots. The reason for this lay entirely in the matters of design and price. The Grand Rapids factories led the way by bringing out entirely new lines in which in many instances not a single old design was shown and in all cases the vast percentage of designs was new. Added to this the Grand Rapids manufacturers placed most unheard-of low prices upon their lines. It is charged by some that in some instances these prices are below cost. The manufacturers deny this, but admit that the margin of profit has been placed at a minimum because they were anxious to start furniture moving, to keep their factories running at full time with full crews and on the theory that the overhead is no greater with full production than with part time and with small margins of profit and large volume they will be able to make money even at the exceedingly low prices they are charging.

Some outside manufacturers caught the idea and did likewise. The result was that these, too, did a good business but the manufacturer who had only his old designs and did not get his prices down is entirely "out of luck." Buyers were admittedly shopping in this market. They have said frankly that they can sell furniture only that is startling in design and a bargain in price and so they have been demanding that of the manufacturer. The result is that probably more buyers visited more lines this market than ever before in its history. They were around "looking" and they looked in upon almost every line, many times not buying until after they had made a pretty general survey and then went back to place the orders where they could do so most advantageously. The result is, too, that many lines have many strange names upon their books because their designs and their prices have attracted buyers who never before bought from them.

Prices Considered at Bottom

That prices are now just as low as they ever will be and that the next move will probably be a raise in price seems admitted by almost everybody, dealers included. Even during the second week of the market lumber operators here announced advances in the price of lumber and some of them without making announcement declared that unless they could get a better price for their product than they have been getting they would close down their mills and wait until the demand forced the prices up to a profit paying basis. Manufacturers quite generally have considered this a good

time to buy lumber and one made the statement during the first week of the market: "I think these are the bargain days for lumber. I shall buy all I can swing now for I don't believe we will ever get good lumber at anything like the prices now asked."

An interesting development from the lumberman's standpoint in the new designs is the greatly increased use of oak. Almost every line in the market which did anything of consequence that was new produced at least one fine suite in oak. Many of these suites were of very rare beauty. The old idea that oak means golden oak was gotten so far away from that the thought of the wood was limited very largely to the durability of it. More than this, too. Many manufacturers have discarded the mahogany and walnut interiors for their finest suites and have put in quartered white oak drawers and interiors. These being beautifully finished have really been drawing cards to the buyers.

The designs, too, have turned very largely away from the period design so popular in the last several years. Designers are a little puzzled as to what to call the new designs but are inclined to say when asked: "Well, that is an American design." They lean strongly toward the old colonial much simplified and less massive, but what really has happened is that while the Heppelwhite, or Adam, or Chippendale motif has been preserved, each individual designer has added so much of his own thought to his work that one really must look for the motif. The age of individualism in design is here and it is predicted that before long the design will be known by the name of the American designer or by the factory name rather than by the name of Chippendale, Adam or anybody else.

The Italian designs which came strongly a few seasons ago is more pronounced in this market than ever outside those "American" designs spoken of above. But even the Italian designs have taken on some wonderful shapes and hues for the polychrome has been used unsparingly in some instances and the massive, sombre, severe Italian furniture has been lighted up with some extremely bright and glaring colors put on in most inconceivable ways.

The old fashioned painted furniture also showed up strongly in the July market. Almost every line contained no small amount of this. Some of this looks exactly like that our grandmothers rejoiced in while others were very daintily decorated by Japanese artists and other decorators and is expensive and very dainty and beautiful. Under this painted furniture may be found all manner of woods such as maple, birch, elm and, in the cheaper grades, poplar.

The outlook for the retail trade as taken from interviews with dealers from all parts of the country indicates renewed activities in the furniture industry. In the south conditions are at their worst and worse there than in any other section of the country. But even there dealers are managing to dispose of some furniture and in the market were buying rather liberally. With them it is a case of keeping the stores stocked anyway for in their efforts to unload and because they have bought practically nothing for a full year they are now right down to the bare boards in most instances.

In other sections, however, the volume of business is reported by the dealers to be about on a par with normal times. This by comparison with the big boom year of 1919 and the first half of 1920 seems rather tame but the dealer who takes the trouble to go back over his books finds that the last two months have brought his first half year's total up to practically a normal basis. In as much as they did almost nothing during the first three months of the year, the increased buying in May and June is taken as an indication of returning good business for the furniture dealer.

Fair Business Continues in Chicago

Volume of Furniture Orders Booked Far Exceeds Purchases on the January Market; Good Road Business Is Expected in August

Exhibitors at the various Chicago furniture market buildings enjoyed a fair business throughout the two weeks which ended July 24, the buying fully bearing out the promise of the second week of the market when "buying buyers" first began to appear in Chicago in goodly number.

There have been variations from this state of "fair business" in both directions. Some concerns have booked an extremely fine volume of orders, while others have failed to secure what they consider a fair volume. For instance, S. Karpen & Bros., have done a booming business at their South Wabash avenue show building. King Karpen, sales manager, declared that twice as large a volume of orders was booked on this market as his concern expected. Business is quite up to normal, he said, and their plants will continue to operate full time. They are sold up to November. On the other hand, A. W. Adams, sales manager of the Heywood-Wakefield Company, when interviewed at 1415 Michigan avenue, said that business in their chair lines on the July market has not been at all satisfactory.

Mr. Adams said that the buyers do not appear to have regained confidence enough to buy chairs except for their urgent needs. They appear to still anticipate lower prices. Prospects do a great deal of looking and memorandum taking but buy very little. He expects a good road business in August, however. Mr. Adams believes that the retailers need chairs and other furniture. His information is that while in volume they may have pretty fair stocks, these are not properly assorted to serve their trade. What the retailer must buy for at this time is to properly balance his stock. Mr. Adams also believes that the majority of the retailers have already largely liquidated their stocks and those who have done so will put their prices down and hold August sales. He cited one instance where a large department store in a city of metropolitan size, which up to this time has not liquidated its furniture stocks, intends to do so in August. Mr. Adams talked to an official of this concern, who said that he would go back home and prepare for a sale in August.

The August sales by the furniture stores in the larger cities will clear the way for the sale of a great deal of furniture to the retailers, Mr. Adams believes and his opinion was confirmed by the views of other sellers on the July market.

Mr. Adams reported that his company has done a good business in its lines of reed furniture, in spite of the small demand for chairs. He attributed this to the demand of the public for cheaper furniture.

Other manufacturers of chairs reported slow business. The representative of one big company said that the buyers are refusing to take the high class lines of chairs and are confining their buying largely to the cheaper lines.

The Spencer Table Company of Marion, Indiana, dining room table manufacturers, is one of the firms that has been rejoicing

in a good, steady demand. F. E. Hoop of this company said a week ago that enough orders had already been booked for a two months' run at full time.

The Kiel Furniture Company, of Milwaukee, manufacturers of library, living room, parlor and dining room tables, have had a fine business in all lines, but especially in library tables. Walnut and mahogany lead in demand, though they sold a good volume of oak.

R. P. Burkhardt of the Stomps-Burkhardt Company, manufacturers of chairs and rockers, reported only a fair business, which he said he expected would be greatly improved upon by the road men in August.

The Stout Furniture Company has done a good business, justifying in orders booked on this market the continued operation of its plant at capacity.

Business on this market has not been at all satisfactory to E. H. Mersman of the Mersman Bros. Brandts Company, Celina, O. This company manufactures dining and library tables, dining room suites. Mr. Mersman was very hopeful for the road business in August, but found the buyers in no general buying mood. He said they were taking very little stuff because they seem to believe that prices of furniture are in for further recessions. Mr. Mersman shares this opinion and said that in spite of the desire of the furniture manufacturers to pay their workers a better wage than they received prior to the war or in 1914, he believes the demand for cheaper furniture will force wages back to 1914 levels.

These expressions are by no means all that have been secured from manufacturers selling in the July market in Chicago, but they will serve to show the trend of conditions. Where one concern is found that did only a poor business another is discovered that has booked a good volume. And on the average, as said at the beginning of this article, a fair volume of business has been booked. Though buyers may have done a great deal of looking and taken a great deal of memoranda, at the same time they placed orders to fill their needs. Their attitude was entirely different from that of January when they hardly wanted to buy at any price and were on a "strike." Since that time they have traveled far along the road of "liquidation" and are compelled to buy a certain amount of merchandise to fill up their greatly depleted stocks.

There is no doubt that the July market resulted in further real progress out of depression toward normalcy. There is a long way yet to go before the demand for furniture assumes a satisfactory volume but demand now is so much larger than in January the evidence of improvement can not be denied.

The registration of buyers showed 3,300 at the middle of the week ending July 24. It is considered very likely that before the close of the market this will come very near to the 4,000 registered last January.

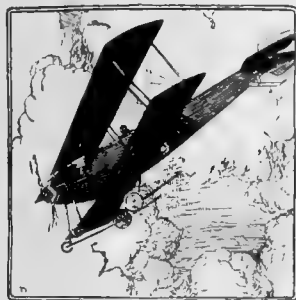
Evansville Does Well at Chicago

The furniture manufacturers of Evansville, Ind., who attended the furniture market at Chicago in July returned feeling mighty good over the situation. The local firms sold a great deal more furniture at the Chicago July market this time than they did at the January market. The manufacturers say that where manufacturers showed a willingness to reduce their prices to a reasonable point they got business and that retailers were not slow to take advantage of the reductions. Benjamin Bosse, mayor of Evansville and head of the

Globe-Bosse-World Furniture Company, reported that the companies he represented at the market secured enough orders to keep their plants in operation for the next three months. He was well pleased with the volume of business the Evansville manufacturers did. Mayor Bosse said that practically all the goods that his companies sold were to retailers in the east. He takes this as an indication that the east is reviving rapidly and that it will be but a

(Continued on page 52)

ALGOMA *the Better* Plywood



Speed!

Did you ever get an order of plywood SHIPPED THE DAY YOUR ORDER WAS RECEIVED?

If you did, was it absolutely correct in surface, correct in dimensions, seasoned, and ready to use?

Such accurate speed is a regular occurrence with Algoma, the Better Plywood. We have a special label to put on orders shipped in this way—we are proud to give such service and offer it to you.

The reason we can handle rush orders so perfectly is that we always work ahead on stock-sized panels. We have a large quantity, in great variety, ready for such emergencies. In a few hours they can be cut, crated and shipped. Whatever you make of plywood, you can make better with Algoma Plywood. Prove this fact by trying one order.



ALGOMA PANEL COMPANY, *Algoma, Wis.*



THE OLD IDEA OF PERMANENCE



On the Back of Your Veneered
Toys and Panels
Mean: Guaranteed Quality

TIME was in old Egypt, 3000 years ago, that the big idea was not bigness merely—but permanence.

Permanence—and perfect finish.

This old picture of a restored fragment tells the story.

In like manner, we think, does the plywood manufactured by this institution of ours here at New Albany tell a similar story.

Here is a plant built like a battleship, clean-cut at every point, orderly, trim and efficient to the N'th degree.

And—as is the plant so is the product.

Our products are the last word in Plywood-Perfection.

New Albany Veneering Company
E. V. KNIGHT PLYWOOD SALES CO.
SALES AGENTS NEW ALBANY, IND.

Woods That Go Into Veneers

A preliminary comparative report on the quantity of wood consumed in the manufacture of veneers in the United States for 1919 has been issued by the Bureau of the Census, Department of Commerce.

The report was compiled in co-operation with the Forest Service, Department of Agriculture, and shows the quantity of wood used by principal states for the years 1909 and 1919. It covers the consumption of both domestic and imported woods in the manufacture of true veneers, as well as the grades used in the manufacture of barrels, baskets, boxes, crates, and "built-up" lumber. Red gum furnishes about 41 per cent of the total quantity used in 1919, as against 30 per cent in 1909.

The figures for the year 1919 are preliminary and subject to such changes as may be necessary from further examination of the reports.

State.	1919. Quantity (Feet B. M.)	1909. Quantity (Feet B. M.)
Arkansas	77,096,000	26,116,000
Delaware	61,000,000	3,657,000
Wisconsin	50,502,000	31,737,000
Florida	43,936,000	33,293,000
Alabama	42,342,000	14,565,000
Mississippi	39,061,000	7,563,000
Tennessee	38,895,000	30,574,000
New York	38,571,000	24,218,000
North Carolina	30,423,000	19,984,000
Illinois	24,367,000	35,646,000
Indiana	24,254,000	31,472,000
Kentucky	22,971,000	19,356,000

Missouri	18,103,000	27,365,000
Georgia	14,863,000	6,980,000
Washington	14,329,000	5,419,000
Michigan	12,647,000	33,455,000
Maine	11,562,000	3,637,000
Louisiana	11,407,000	3,164,000
South Carolina	11,151,000	2,944,000
All other states	50,040,000	74,836,000
Total	637,520,000	435,981,000

Those High Cost Logs

The veneer industry has before it the problem of working off and realizing on some logs that cost them more than the present replacement cost, and how to do this without excessive loss is an interesting problem. The best answer which suggests itself is that of making material from the logs bring more by taking more pains in working them up so as to get them in a higher class in point of quality and value. When one cuts high priced logs up into veneer carelessly and indifferently made and handled and must go out and meet competition in price on this for the cheaper uses it means a loss in profit. On the other hand, any timber fit to make veneer is good timber. By considering it as such and by taking pains in the grinding of knives, the setting and operating of machines, and in piling and drying veneer, it can be made into a product worth more than if handled carelessly. This seems to be the plain way for those who have high cost logs; take more pains in working them up to get a higher grade veneer, then keep the veneer so flat, clean and nice that it will bring the price in the market on its quality. In this way one has a chance for profit even though the log did come high in price.

An organization complete in all details is a guarantee of correct product if properly operated

The operations of the Wood-Mosaic Company function with precision because every step has been part of a well-conceived plan. The basic thought is a plant for each type of production. Thus, every foot of Wood-Mosaic hardwood lumber and veneers in walnut, oak and poplar is produced in a plant designed especially for the manufacture of each class of product.

This holds from the logs, which are the careful selection of a trained corps of twenty timber buyers, through the final operations of handling the manufactured product, special equipment having been provided for each unit of manufacture so that the lumber and veneer product may be always correctly dried and further prepared for consumer's use. We solicit the opportunity of demonstrating the value to you of such an organization.

WOOD-MOSAIC COMPANY

(INCORPORATED)

LOUISVILLE, KENTUCKY

Chicago Representative:

GEO. W. STONEMAN & CO.....845 West Erie Street

Grand Rapids Representative:

HECTOR ROBERTSON.....232 Lyon Street, N. W.



Our Tremendous Buying Power Is an Asset to Manufacturers

THE business executive knows that great buying power means better raw material. Being exclusively walnut manufacturers for many years, the best walnut operatives are naturally attracted to our plants. A reserve selection of from five to seven million feet of high-grade walnut veneers is always at the command of your buyers.

The greatest economy lies in getting the best goods most promptly—through Pickrel.

PICKREL VENEER CO.

INCORPORATED

NEW ALBANY, INDIANA

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.

Q
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Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

"Glues and Their Resistance to Steam"

There is no question under the sun, even that concerning the shape of the earth, upon which there is complete agreement. This is why Hardwood Record has always been glad to give a reasonable amount of space in its columns to the discussion of any subject of interest to the makers or consumers of hardwood lumber and veneers, about which there is difference of opinion. A short time ago Hardwood Record carried an article on "Glues and their Resistance to Steam," which was contributed by the representative of one of the largest glue companies in the country. This man is undoubtedly an authority on glues, but his statements were promptly challenged by members of the Monite Waterproof Glue Company. This company was as promptly invited to submit its objections in writing, so that they might be given the same publicity as the statements objected to. The result is the following letter from W. F. Leicester, vice-president of the Monite Waterproof Glue Company:

"Hardwood Record,
"537 South Dearborn Street,
"Chicago.
"Gentlemen:—

"We feel that the 'authority on glue' who was responsible for the article in the Veneer and Panel Section of the May issue of the Hardwood Record, dealing with GLUES AND THEIR RESISTANCE TO STEAM, is far from familiar with his subject, and his article will serve to create a wrong impression with people to whom waterproof glue is still new, while the many approving users of casein glue will be surprised that such misleading statements should receive space in this publication.

"Perusing your advertising, we note the following firms, all of which to our sure knowledge use one or another make of casein waterproof glue at the present time:

"Anderson-Tully Co.
"Louisville Veneer Mills.
"Hanson Ward Veneer Co.
"Breece Mfg. Co.
"Wood Mosaic Co.
"The Mengel Co.
"St. Louis Basket and Box Co.

"It seems to us that the article complained of is an injustice to reputable manufacturers of casein glue and the companies above mentioned.

"The facts relative to casein glue are that the ready mixed glues sold by American manufacturers enjoy a sale running into many millions of pounds annually in the United States; and large quantities are sold for export purposes. It is a significant fact that casein has been used as an adhesive since the days of the Egyptians, and its use has been verified and traced through the ages, down to modern times. For the past 50 years casein glues have been largely used in Germany and Switzerland, but the commercial manufacture thereof was only started in the United States in 1916. The glue was developed and refined here under the stress of war necessity, and it is to be noted that casein glue, as developed in the United States, is today the form of waterproof adhesive that is the standard of the world, and foreign plywood manufacturers are now using U. S. manufactured casein glue to the exclusion of practically all other forms and makes of waterproof adhesives.

"The truth of modern casein glue is that its characteristics make it the most practical glue for every woodworking use. It is readily prepared without heat; there is no admixture of chemicals required from the user; it spreads readily with brush or spreader; special and costly apparatus is not required; it sets in three or four hours, and can be machined in twelve hours; the stock does not require heating and glue rooms can be as cool as desired; it has no disagreeable odor.

"The statement that the life of a silicate of soda glue joint is short, gives a most erroneous impression to one who is unfamiliar with modern casein glues. Silicate of soda cannot be considered as an adhesive for wood-working use. It is a filler, a cheapener, and has been used in conjunction with many glues by manufacturers who put cost before quality. It should be clearly understood by every user and prospective user of casein waterproof glue that no reputable glue manufacturer incorporates silicate of soda with casein glue; to do so is to court disaster. The manufacturer of casein glue naturally does not inform the public as to the details of his formulae; it is sufficient to say that the manufacturer who looks to the future is more interested in producing an absolutely permanent product, than in cheapening his product, with a view to competing with cheap non-waterproof vegetable glues.

"The answer to your correspondent's inquiry:—"Can you tell us what glue will resist the action of steam" is as follows:—

"The United States Government Air Service and Navy have established definite standards for glue; they are:

Block Shear Strength..... 2200 lb per-sq. inch
Plywood: Air Dry, before or after testing by boiling

250 lb per sq. inch

Plywood; tested in a wet condition, after boiling 3 hours

90 lb per sq. inch

"Large quantities of glue are used by these Government Departments, and it is bought against sample, which must stand the above tests. The glue which is being purchased by the Government today is a casein waterproof glue, manufactured by an American company, and of course the Government test figures quoted above are exceeded by this glue. As a matter of fact, it is a simple matter to build panels with casein waterproof glue that will stand practically any water test. The writer has built 5 ply birch panels and immersed them in water for ten days, the water has boiled for twelve hours daily, and cooled off at night; yet at the end of the test the glue points were unimpaired.

"The manufacturer of built up stock who wants to make waterproof panels that he can guarantee should pay some attention to the wood that they are built of. It is not wise to use gum, pine or fir, or any wood that has a large expansion or contraction in the presence of moisture or heat. Birch, beech or maple, or some wood that has a minimum of movement should be used. Then if a really good make of waterproof casein glue is used, preferably one that the manufacturer guarantees to be up to Government specifications, there need be no fear of the effect of steam, water or heat on the glue joint.

"It is not necessary to use blood albumen glue to get a waterproof joint. If it was, there would be little waterproof work produced, because few concerns can afford to install ten thousand dollar hot presses such as are required with blood albumen. Further, the question of odor of the joint arises, when exposed to moisture.

"The various fantastic linseed oil and formaldehyde formulae mentioned, belong to past decades, and are today nowhere used for waterproofing glue joints. They are impractical, expensive, and largely kill the adhesive strength of the glue.

"To correct any misunderstanding, let it be understood that the use of casein waterproof glue is increasing rapidly. There are many responsible and influential manufacturers of woodwork that have used this glue for upwards of three years; thus the life of the joint is proved, and the permanence of glued work established. Another point worthy of note is that there is no unfair monopoly in the manufacture of casein glue. There are no unexpired basic patents, upon the strength of which any one make of glue is forced upon the would-be user.

"Very truly yours,

"WFL:F

(Signed) "W. F. Leicester,

"Vice-president."



WHAT does it mean to you as a buyer to have implicit confidence in the source of your most important raw material supply? For instance, all informed buyers recognize the true superiority of northern grown hardwood lumber and veneers—the product in which we specialize. Big customers stay on our books for years because it is easy for them to determine that we never have cut anything but the genuine northern grown logs in oak, walnut, maple, ash and other major species. The same sincerity maintains with our rotary cut poplar offering. And withal is that correctness of manufacture and honesty of contact with customers that has been the bulwark of this business for over a half century. It will profit you to know us better.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA



American Walnut

Every virtue desired in wood by cabinet makers finds fullest expression in American Black Walnut—it has no shortcomings.

It possesses beauty, strength and durability and is most reasonably priced.

The walnut from all districts of America is good, but Iowa really affords the best.

Des Moines Sawmill Co.

Lumber and Veneer

Des Moines, Iowa

— Do you need — THICK WALNUT?

We Have It—5/4 inch to 16/4 inch
ALL F.A.S.

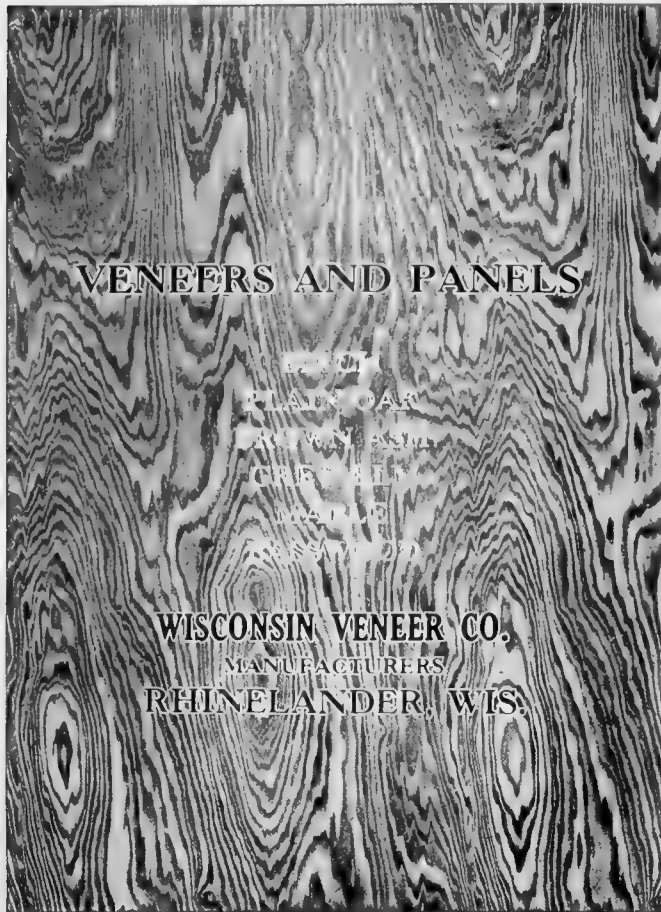
This stock contains a very good proportion of 10" and up wide and is all dry and under enclosed shed.

We offer ample supply of this scarce item and guarantee that it is practically all from the world famous Central Illinois walnut belt where we have been operating for two generations. It is perfectly manufactured and cared for.

Our full supply of all other grades and thicknesses from 4/4" up makes it convenient to ship the thick in mixed cars—a real service under present conditions. With absolutely no walnut logs being put out there is no chance that this supply can be materially increased; and as our stock represents the large part of all that is available in thick walnut, we earnestly advise that you get your share promptly.

LANGTON LUMBER CO.

PEKIN, ILLINOIS



YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

The Timbers of the World

The cementing of the bonds of union between England and America, the two great English-speaking peoples, becomes easier of accomplishment the more knowledge each possesses of the way of life and working conditions of the other. Still more is this felt when the members of an important industry such as that of lumbering each becomes mutually interested in the standpoint of the other on this particular matter. So this book on the commercial timbers of the world by an acknowledged English authority on the subject, which includes notes on some forty of the chief woods of North America has a definite interest for the American lumberman. Mr. Howard has here brought to bear the experience of over forty years' work in timber and his first-hand reports bear the imprint of authority.

In his notes on American oak he states that it constitutes more than five-eighths of the whole supplies of oak for the United Kingdom from abroad and says that this remarkable result is not due to its superiority over other supplies so much as to the enterprise and energy of the American merchant in providing it in a suitable manner and at a moderate price, while its transport is facilitated by advantageous railway and steamer freights. In discussing the difficulties of specifications he suggests, with a view to solving the conflicting problems of architects and timber merchants, that timber should be classified in some such manner as that adopted by the National Hardwood Lumber Association of America, which he considers would enable those concerned to protect their different interests.

On the other hand the author complains with justice that with most of the American timbers there is always a difficulty in obtaining reliable supplies on account of the fact that these always consist of several botanical species mixed indiscriminately. Supplies of American elm, for instance, may consist of the fine hard white rock elm or, through less white and less hard transitional types, to the soft swamp elm which is little wanted in England. This practice he mentions with regard to American ash, oak, elm, basswood and hickory amongst others.

American lumbermen might here perhaps be guided by the practice of the Government of India in its export of Indian timbers to Europe, for every log in each consignment is clearly marked so that the botanical species is at once apparent. The many excellent timbers of these Indian supplies, which are becoming increasingly important, are fully dealt with by Mr. Howard, who gives perhaps the first authentic reports upon them apart from the official publications of the Indian Forest Service.

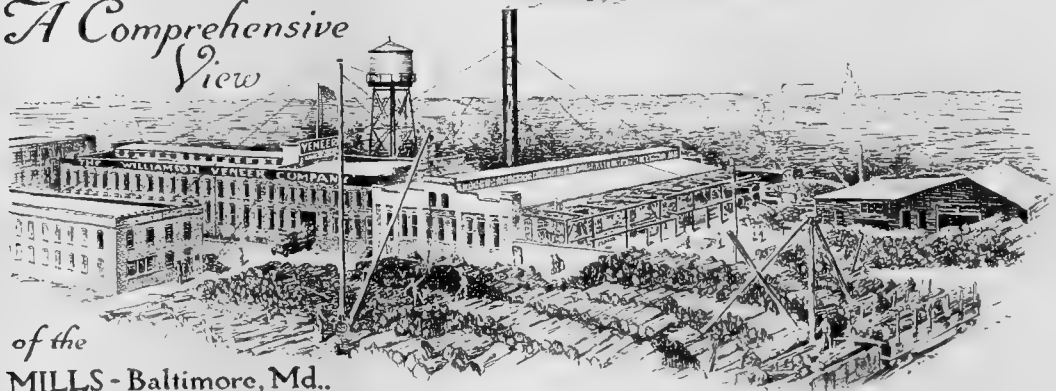
* "A Manual of the Timbers of the World. Their Characteristics and Uses," by Alexander L. Howard. Macmillan & Co., London. 30s. net.

Adolph Preussler of Sheboygan, one of the pioneer furniture manufacturers of eastern Wisconsin, died at his home in that city on May 20 at the age of 74 years. He was a native of Germany and emigrated to America in 1850. In 1880, with his brother, he founded the present Plymouth Furniture Company, later organizing the Sheboygan Novelty Company. In recent years he devoted most of his attention to the Excelsior Wrapper Company.

WE would like to take all of our customers over our plant in Baltimore. We know it would interest them to see *how* we produce **QUALITY VENEERS** in Walnut Butts, Mahogany, Burls, Long Walnut, Oak, Poplar etc.

A "Personally conducted tour" being out of the question, however, for more than a limited number we will try to give an idea of the plant by means of a series of pictures.

A Comprehensive View



of the
MILLS - Baltimore, Md..

Sales-Branches:

709-Sixth Ave., NEW YORK CITY,
28-East Jackson Boulevard, CHICAGO,
JAMESTOWN, N.Y.-HIGH POINT, N.C.

The
WILLIAMSON VENEER CO.

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

Lining Up Your Roll Feed Sander

Every sander man has his own method of lining up his sander, consequently there are many different methods in use. The following has been employed by an old-timer for years, and is claimed to be a quick and sure method of securing the desired results.

First add an extra straight-edge to your usual equipment of one long straight-edge. The time this will save will soon pay for the small extra cost, as when two straight-edges are used, the entire line-up can be made without changing the original position of these tools, thus saving the great amount of time and accuracy lost in constantly shifting one straight-edge from side to side.

Now go about your lining-up in the following order—bed plates, drums, bottom feed rolls, top feed rolls and pleasure rolls. If machine is set up level, lining-up bed plates should never be necessary. However, if holding screws have worked loose, lower drums below bed level, and lay each straight-edge lengthwise with the bed, edge up, two or three inches from ends of plates, placing cards between each bed plate and straight-edge. Adjust each plate from alternate sides until the cards are all held equally tight. Then draw the screws up and test the cards again to make sure of the tightening. See that it has not drawn one end of any plate higher than the other.

Next, pull out cards without changing position of straight-edges. Loosen the two set-screws in the stud of each drum box, and turn the screw that the studs rest

on until each end of the drum felt firmly touches the straight-edge. Draw up the set-screws all around, and your drums are in line. It is better to make line-up with felt rather than with sandpaper, because the paper might be a little loose.

Now insert the eight cards as before. Loosen feed roll wedge screws and turn adjusting screws to the right to raise feed rolls level with the straight-edges. Tighten wedge-screws to lock adjustment. Feed rolls are now lined up with drums and plates at a level with the thickness of the cards above them, which is their correct feeding level.

You are now ready for the upper adjustments. Go about these exactly as on the lower, only placing cards above instead of below straight-edges, and two cards under the pressure rolls, so that when the top is lowered both feed and pressure rolls will touch the cards. Then line up first the feed and then the pressure rolls, exactly as you have the lower adjustments. Put paper and drum belts on and run your machine free for a few minutes to be sure everything is in good shape.

Now make final adjustments according to the stock to be run, lowering drums to level of cuts, as they probably will be too high, having been leveled with the felt.

If, after years of use, correct adjustments do not stick, do not forget that you can take up thread or bearing wear by means of take-up collars provided, or by substituting thinner oil felt in the split boxes.

HEADQUARTERS *for* Figured Red Gum Products



Sliced Veneers— $1/24$ " Quartered Figured, prominent figure and strong contrast of color, for paneling, furniture, etc. $1/24$ " Plain and Quartered Red Gum.

Sawed Veneers— $1/20$ " to $1/8$ " Quartered Red Gum, 8 to 16 ft. long for doors and interior trim.

Plywood—Stock sizes, $5/16$ " three ply, 48, 60 and 72" long by 18, 24 and 30" wide, Quartered Figured Gum, Sawed Quartered White Oak, Stripe Mahogany, good one side and good two sides. Also Tops and panels to specifications. "Made Right" to "Stay Right."

*All available
for immediate
shipment.
Priced right on
present market
costs.*

Now that Gum Lumber is also obtainable at such favorable prices, this is the opportune time to use more Figured Gum. It is the natural wood for the popular brown finishes.

The Louisville Veneer Mills

MANUFACTURERS MAHOGANY, WALNUT, OAK VENEERS AND PLYWOOD

Louisville, Kentucky

Half of Mahogany Imports Come from Central America

"The relative importance of Central American mahogany in the world supply of this wood is indicated by statistics showing that it constitutes approximately one-half of all the mahogany imported into the United States," says a circular on "Lumber Markets in Central America," prepared by the Latin American Division of the Bureau of Foreign and Domestic Commerce. The circular continues: "The quantity and value of the imports of this commodity from Central America in the last three calendar years and the percentage going to the United States, appear in the following table:

Years	M feet	Value	Percent of total imports going to United States
1918.....	22,971	\$2,170,012	52
1919.....	18,556	1,920,570	43
1920.....	26,534	3,001,279	50

The circular also makes a statement relative to varieties of hardwoods in Central America: "Mahogany is only one of numerous varieties of hardwoods found in Central America. Samples 20 of these woods are in the collection of the Pan American Union in Washington, and from these samples the following list of names and descriptions has been compiled:

Species	Description
Balsam wood.....	Light red color, with narrow stripes.
Black heart	Pale yellow with deep brown stripe.
Cedar	Light red.
Diablo muerte	Dull brown.
Ebony	Black.
Fumara	Brown, grained.
Granadillo	Dark reddish brown.
Granuda	Yellow with dark brown markings.
Guachipilin	Light red and yellow.
Guayacan or iron wood.....	Black and yellow.
Logwood	Dark reddish brown.
Madre cacao	Medium red.
Mahogany	Red, varying in color and grain according to soil, elevation, and climatic conditions.
Matazanillo	Yellow.
Paleta	Medium brown.
Pimentilla	Tan with reddish brown stripe.
Pimienta	Yellow with red stripe.
Quebracho (break-hatchet) ..	Medium brown, striped.
Ron-ron	Dark red mottled with black.
Royal palm	Light brown with streaks of dark brown.

"The soil and climate in British Honduras favor the rapid growth of mahogany, but the wood is lighter in weight and color than that grown on high ground in dry regions. The annual rings of growth are often lacking in the trees of British Honduras, but the species is straight grained, free from knots, and well adapted to inside construction work.

"Costa Rica has many varieties of timber that furnish material for most of the local building and furniture. The native cabinet-makers are skilled in their use of mahogany and cedar. Exports of hardwoods constitute one of the most important items of trade, but this industry has been limited by the inaccessibility of many of the forests. Quantities of mahogany grow near the San Carlos River, whose natural outlet is on the Atlantic side, where shipment has proved difficult. Shippers in Puntarenas collect their logs from small producers, who cut and haul a few trees to market from time to time.

"In 1920 concessions covering large areas of public timberland were granted individual citizens of Costa Rica, with the privilege of cutting timber at a fixed price per tree. Regulations were published specifying that for every mature tree cut, two saplings of the same kind were to be planted, to prevent the depletion of the forests. These concessions were not granted to foreigners, but there appeared to be no restriction on the grantee disposing of his concession to a foreigner, and, in fact, American capital will operate a number of these concessions. One serious drawback in the view of the capitalists is the restriction of the grants to five years, which does not justify extensive preparation for operation on a large scale.

The principal hardwoods of Guatemala are mahogany, cedar and two species known as marillo and cericero; many other varieties exist in small quantities in more or less inaccessible places. The Peten section of the country, where most of the fine woods are located, is largely unexplored and lacking in transportation facilities.

J. E. Hamacheck, Sr., of Two Rivers, Wis., widely known as an inventor of woodworking and other special machinery, has completed working models of a new machine designed for routing and carving. It is so built that it will rout or carve duplicate pieces in one operation and has high speed, being equipped with an electric motor of 20,000 r. p. m. There is provision both for hand and power feed. The machine is capable of cutting or carving the most intricate designs of straight or irregular shape and may also be used for grooving and carving, as in furniture and chair factories. Mr. Hamacheck intends to dispose of the shop rights on a royalty basis, retaining ownership of the patents.

New Million Dollar Piano Plant

Pictured here is the \$1,000,000 plant of the Baldwin and Ellington Piano Company, Cincinnati, O., which has just been completed and will be dedicated in the fall. That section of the plant right of the tower will be occupied by the Ellington Company and to the left by the Baldwin Piano Company. The main Ellington works are in the rear of the new plant, which faces the entrance to Eden Park. The plant is being equipped with all modern machinery and will be in operation by August 1. Lockwood and Greene, engineers of Chicago, designed the building, while the construction work was done by the Ferro Concrete Construction Company of Cincinnati. Shipping facilities are excellent, as the main line of the Cincinnati, Lebanon and Northern Railroad passes between the main Ellington works and the new plant.



The Last Word in Piano Plants

"Finest"

1903-1921

TOPS, PANELS AND OTHER PLYWOOD

ALSO

HIGH GRADE FLUSH DOORS

Quality is produced by using the best materials, scientific construction, modern equipment and careful attention to details.

Capacity—Our plant is recognized as one of the biggest of its kind in the country. We are fully equipped to make anything you want in plywood and give you prompt service on your requirements.

Experience—We have been making plywood for many years and careful training has brought the efficiency of our help to the highest standard.

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Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Holdings. Send us a trial order for a crate or a carload, and we are confident you will forward repeat orders without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

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Rotary Cut Northern Veneers

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FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. Get Our Prices

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Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

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B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

(Continued from page 36)

question of time until the situation in the east will be reflected in the west and central west. "Yes, things are looking better for us," said Mayor Bosse upon his return from the Chicago market. "Things are going to get better right along now and in my opinion the manufacturer who shows a willingness to take his share of the reconstruction burden is going to get the business. The manufacturers must stand their share as well as everybody else."

Pay envelopes of the furniture workers in Evansville were somewhat lighter a week or so ago when the cut of wages went into effect. Practically all the furniture, chair, desk and table manufacturers announced a cut to the men, the cut being an average of about 5 cents on the hour. The furniture workers accepted the cut without a complaint as they are glad to be able to keep the plants running at this time and would rather be working at a few cents less on the day than to remain idle, the men say. The local factories continue to operate on part time in most instances, some

of the plants operating almost full time. The situation is getting a whole lot better, as stated in a letter in the Hardwood Record two weeks ago and manufacturers believe that it will be only a question of time until trade is something like normal again although they do not expect this thing to come all at once. Oscar A. Klammer, who is head of four of large furniture factories in Evansville, says that furniture has hit rock bottom prices and that people are starting to buy again. "People have started to buy furniture again" is the way Mr. Klammer expressed it the other day. "They are beginning to realize that furniture can go no lower and that the only revision in price will be upward. The general buying movement has not started, but here and there, we who have learned to interpret conditions, see the signs that point to renewed prosperity. Rush orders now come in from various localities.

Henning Will Give Whole Time to Glue Work

It will be of interest to the panel and veneer consuming trade to learn that Sherburn M. Henning, manager of the panel department of the Anderson-Tully Company, Memphis, Tenn., has resigned in order to be free to devote his entire time to the installation of water-resistant casein glues in panel and furniture factories. Mr. Henning is widely known in the hardwood industry, especially among panel users.

When this country entered the war, Mr. Henning was chemist for the Northern Pacific railroad. He volunteered his services to the Bureau of Aircraft Production and was thereupon transferred to the Forest Products Laboratory at Madison, Wis. He was the first chemist to engage in research on the developing of water-proof glues for airplane panels. In this work he was highly successful and developed satisfactory water-proof glues both from blood albumen and casein. He also is the originator of the dry gluing process whereby three-ply panels can be made from veneer as thin as one-hundredth of an inch without employing a glue spreader or brush. This is regarded as a notable achievement, for it has been found impossible before, with the old wet glue process, to make a three-ply panel much thinner than three twenty-eighths of an inch. The panels made by this process were three one-hundredths of an inch in thickness, were water-proof and were employed as substitutes for linen as airplane wing material.

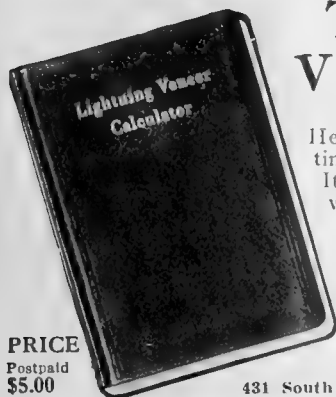
Since the war, Mr. Henning has been actively engaged in the manufacture of water resistant panels, both with the Wisconsin Veneer Company of Rhinelander, Wis., and the Anderson-Tully Company of Memphis. His experience has been extremely varied and covers fancy woods as well as northern and southern hardwoods. In the past two and a half years he has supervised the manufacture of millions of square feet of northern and southern hardwood panels, using casein glue exclusively and with complete success.

Mr. Henning has now become associated with the Peter Cooper Glue organization of Gowanda, N. Y., to manufacture casein water-resistant glues of high quality and low cost in powder form, so that the furniture and panel industries can avail themselves of his vast experience in the use of high grade cold water adhesives. It is said that Mr. Henning plans to devote his entire time to the actual installation of these glues in the plants and educating manufacturers in its use. His technical services will be available to all users of these glues.

Mr. Henning is probably the foremost authority in this country on water-proof adhesives and it is believed that his future efforts will result in increased quality in the products of the American plywood industry.

Mr. Henning is a native of Milwaukee and a graduate of the University of Wisconsin.

The Great Lakes Lumber Company of 105 N. Clark Street, Chicago, composed of A. W. Harper, president; F. M. Johnson, first vice-president; A. E. Harper, secretary-treasurer, and W. H. O'Connor, vice-president, has recently added a hardwood department to handle both northern and southern woods. Mr. O'Connor was until recently with Clarence Boyle, Inc., and will be manager of this new department. The company's southern office is located at Hattiesburg, Miss., where H. B. Lusk is in charge.



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The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

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ROTARY CUT VENEERS

THIN LUMBER SPECIALTIES

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MAPLE PIANO PIN BLOCKS

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MUNISING, MICH.

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We Make Panels to Your Dimensions in Any Thickness or Wood.

ALSO

Carry Stock Size Panels for 1 and 2 Panel Doors, Wainscoting, Cabinet Work, Drawer Bottoms and Case Backs, for Immediate Shipment.

WRITE FOR COMPLETE PRICE LIST

Birch Veneer

1/20 inch—1/16 inch—1/8 inch

ONE CRATE OR A CARLOAD

GEO. L. WAETJEN & CO.
MILWAUKEE, WISCONSIN

"CASCO"

WATERPROOF GLUE

MIXED COLD—USED COLD

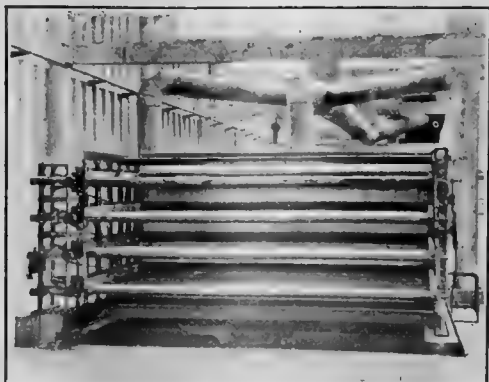
Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



THIS illustration shows a view of the Feed End of a Coe Dryer, 100 feet long, in the new plant of the Elliott Bay Mill Company at Seattle, Washington. It dries Fir Veneer of various thicknesses. It is a well-known fact on the West Coast that

The COE DRYERS

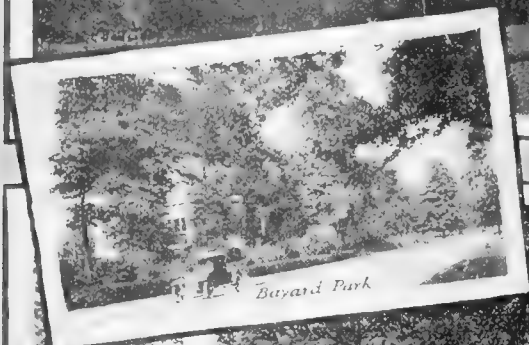
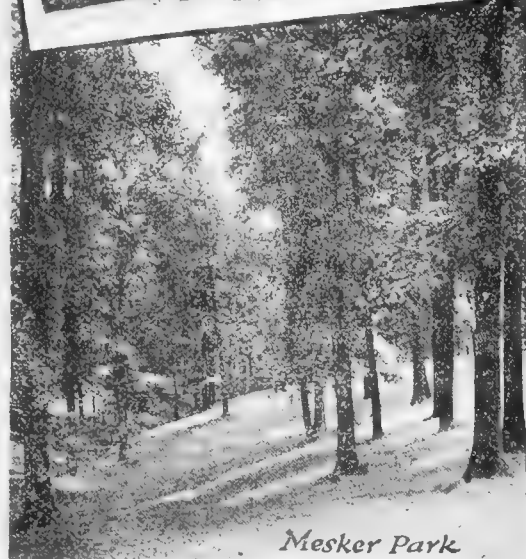
dry this wood much faster and better than it can be done by any other method. Coe Lathes, Clippers and Knife Grinders are used in this plant.

This Dryer is noted for: Its satisfactory service; its labor saving; the high quality of its product.

THE COE MANUFACTURING COMPANY

We build all the machinery for a Veneer Plant

PAINESVILLE, OHIO, U. S. A.

Sunset Park*Bayard Park**Mesker Park**Garvin Park Lake*

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is substantial and progressive and we are proud of our city.

We are proud of our plant, our product, and our reputation.

A repetition of merit, service and quality together with a capacity to serve made us—what we are.

Evansville Line

Quartered Oak

Sliced Walnut

Figured Red Gum

Plain White Oak

Rotary Cut Gum

THE *Evansville Veneer Co.*

MANUFACTURERS OF

VENEERS.

EVANSVILLE, IND.

Garvin Park Entrance

the range of values by holding back as that they regard the situation as too uncertain to make material additions to their stocks. Every user of hardwoods is disposed to make provision only for the stocks which he actually and immediately needs, leaving the future to take care of itself, and taking a chance on having to pay more. For the present there appears to be no danger of a sudden marking up of the quotations which might catch large consumers unawares. There are not wanting members of the trade, however, who take an encouraging view on the prevailing state of affairs not less than on the outlook. These observers point first of all to the change in the credit situation, which, they maintain, has taken place and which makes the basis of the trade decidedly more satisfactory in that there is something substantial to build on and to furnish the foundation for a healthy and normal development. The fact that the demand has not continued to expand after the spring spurt is regarded as of far less moment than that a sound support for the trade is now being created. More or less uncertainty continues to prevail with regard to the range of prices, and some of the hardwood men cannot well resist a feeling of apprehension that unsettlement will be prolonged. To be sure, some irregularity prevails in the market, but a steady process is also making itself felt.

COLUMBUS

A slight improvement in the hardwood trade is reported in central Ohio territory. Buying on the part of retailers is showing some increase. In addition factories are also showing a disposition to enter the market. Retail stocks are only fair and in some instances rather broken. Dealers are placing orders to replace these stocks, but are not buying for the future to any extent. Building operations are still rather active, although the dullness usual during July and August has arrived.

Factories making furniture are better customers. This is especially true of the factories located in the south, from which some rather large orders have been secured. Implement concerns are also showing a tendency to buy. Box factories are placing orders for low grade stocks. On the whole, there is a decided improvement among factories and a more optimistic tone has developed.

The higher grades of oak, poplar and chestnut are still rather scarce. This has the effect of switching the demand to the medium and lower grades. Production in all sections is still curtailed and this is expected to aid in stabilizing the market. Prices are not showing as wide a range as formerly. The extreme low quotations resulting largely from distress lumber are not now so common.

CINCINNATI

There is less price cutting in the hardwood market than heretofore. While business is not what it should be for this time of the year, lumbermen are not complaining, because they believe they are getting their share of the business. Demand is fair, with the flooring trade the bright feature in the market. Another feature is the increased volume of inquiries during the past two weeks, which indicates that a buying movement is going to start shortly. What business is being done at this particular time is at a satisfactory price. Automobile manufacturers have been buying small quantities of gum, ash and hickory and are apparently satisfied to "rock along" with no thought of the future. Railroads are considered a poor asset to the market, although several inquiries have been received from them which may later develop into business. The musical instrument and piano trade is slow in coming into the market and the same can be said of the furniture manufacturers. Many concerns are buying lower grades of hardwoods and using them in substitution of other woods. Most manufacturers are taking a hopeful view of the situation and are looking for a near improvement in trade conditions along about the first of September. General trade conditions in this section are a whole lot better than they were at the first of the year and collections have held their own very well.

INDIANAPOLIS

Little change is to be noted in the hardwood markets. The demand from the industries continues slow and distributors here believe what relief comes will come from the furniture and piano trades, both of which are reported here to have been receiving some orders. The Indianapolis furniture plants, with one or two exceptions, have not shown a disposition to increase production greatly, but there has been some increase noted in the plants at Shelbyville, Ind., just south of this city. What demand is coming is from the retailers, who are doing a wonderful business in interior trims and floorings. Veneer men say business is quiet and they believe it will be fall before there is any appreciable increase with them.

EVANSVILLE

The hardwood lumber manufacturers of Evansville say that there has been some little improvement in trade during the past two weeks, although the increase in business has been nothing to brag about. Some orders have come in and inquiries have been fairly numerous. General trade conditions are better than they were two or three months ago and collections are holding their own very well. The manufacturers say that if they break even until the first of September they will be lucky, for they feel that after that date there is going to be quite an improvement in their

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OFFER THE FOLLOWING
DRY HARDWOODS

SOFT ELM

1 1/2" No. 2 & Btr., reg. widths and lengths	15 mos. dry
2 1/2" No. 2 & Btr., reg. widths and lengths	15 mos. dry
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4 1/2" No. 1 & Btr., reg. widths and lengths	6 mos. dry
10 1/4" No. 1 & Btr., reg. widths and lengths	15 mos. dry
12 1/2" No. 1 & Btr., reg. widths and lengths	5 mos. dry
1 1/2" No. 3, reg. widths and lengths	15 mos. dry
2 1/2" No. 3, reg. widths and lengths	6 mos. dry

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A Few Bargains in Dry Hardwoods offered by

Wheeler-Timlin Lumber Co.

5/4" No. 1 & Btr. Brown Ash, 6 Mos.	2 cars
8/4" No. 1&2 Com. Basswood, 18 Mos.	1 car
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5/4" No. 3 Basswood, 6 Mos.	1 car
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6/4" FAS Basswood, 18 Mos.	2 cars
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We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

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VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
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KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

HARDWOODS FLOORING
BOX SHOOKS

LUMBER

ALL GRADES GUARANTEED

MOUNT-GEARHART

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YARD:
JOHNSON CITY
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trade. The retail lumber trade has been a little sluggish, but it was expected that it would show no improvement during the months of July and August, these months being considered dull. Hardwood mills in this section are not being operated as a general rule, although the manufacturers in some instances have been buying liberal supplies of logs during the past months, anticipating a rush in trade later on. The various wood-working concerns are being run on an average of nearly fifty hours a week and there are fewer unemployed men in the city now than there were at the first of the year.

MEMPHIS

The hardwood market is rather less active than even a fortnight ago, for the reason that flooring manufacturers and manufacturers of interior trim are not buying as freely as a short time ago, and for the additional reason that other consuming interests have not appreciably increased their buying. It is admitted that volume of business is decreasing instead of increasing, and it is generally conceded that there is little on which to base expectation of improvement in the situation during the next several weeks.

One of the features at the moment is the relatively large number of orders for "mixed" cars. Several members of the trade comment on the fact that mixed cars are in quite steady demand, and they accept this as indicating that consuming interests are running pretty low on stocks and still are without sufficient faith in the market to buy beyond their more immediate requirements.

Owing to the decrease in demand, the tone of the market is somewhat easier on Nos. 1, 2 and 3 common, with particular reference to the last two grades. There is notable steadiness in firsts and seconds, taking the list as a whole, for the reason that stocks are so light, relatively, that nobody is anxious enough to sell to make them willing to shade their quotations. There is likewise quite a scarcity of plain red and white oak in No. 1 common, as well as in red gum in the same grade, and this accounts for the fact that No. 1 common, generally speaking, is displaying a better tone than Nos. 2 and 3.

Some encouragement is being extracted from the fact that reports from the furniture shows indicate a larger business with furniture manufacturers within the next few weeks. But it is admitted that these interests are buying comparatively little lumber at the moment. It is also suggested that decision of the government to pay the railroads approximately \$500,000,000 may also prove of decided stimulus to hardwood demand within the next few weeks. There is an inquiry among members of the trade here for 5,000,000 crossties from a foreign source. Nothing has developed from this inquiry thus far, but it is pointed out that it is indicative of the needs of foreign interests and may be the forerunner of more active buying from European sources. It may also be noted that there is a slight increase in exports of southern hardwoods to Europe, where the situation is pronounced better from a commercial, financial and industrial standpoint.

The veneer market, as a whole, is rather quiet, but some manufacturers are filling orders from makers of battery boxes, cypress being used practically altogether. Negotiations are under way, too, with manufacturers of bread baskets for plain sawn oak veneers. These interests have been buying their lumber and cutting their own veneers, but they are figuring now that they can eliminate waste and save themselves some money by cutting down transportation costs. There are several million feet of veneers in negotiation at the moment.

It is impossible to find any change of attitude on the part of producers regarding logging and manufacturing operations. The vast majority are remaining idle, pending further developments in the general situation, with particular reference to demand for lumber and transportation costs. The railroad men have discounted everything the lumbermen have said regarding their inability to operate successfully on the basis of existing freight rates on logs to their mills and on lumber to consuming destinations, but it is perhaps not overstating the case to say that present high freight rates are far more responsible for slack logging and manufacturing operations in the hardwood field than all other factors combined.

As giving an idea of the shrinkage in logging operations, it may be noted that the Valley Log Loading Company loaded only 102 cars during the entire month of June, and that it has not loaded a single log thus far in July. It estimated that it will load forty to fifty cars during the remainder of this month. Ordinarily this company loads about 2,000 cars each during the months of June and July.

LOUISVILLE

Business with the Louisville hardwood trade is quiet, but inquiries are better, and it is with much satisfaction that the trade has secured reports indicating that the furniture shows this year have been very successful, which indicates some good business shortly. So far there has been no material increase in sales as a result of the furniture movement, but it is noticeable that sales of walnut and mahogany are improving, while gum is more active, and poplar is holding its own. Quartered and plain oak are moving fairly well as a whole. Ash is slow. The hardwood trade reports that as a whole the demand all season has been principally from the furniture trade, as the cabinet trade overproduced last year, and the musical instrument people are buying slowly. The wagon and implement trade is at a standstill just now, and the auto trade is slow. Hardwood

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Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"



The Sign to follow
for Maple Flooring.

Maple, Birch, Basswood, Elm, Beech

Shawano County Hard Maple

IS OUR SPECIALTY

WE HAVE FIVE (5) CARS EXCEPTIONALLY NICE SHAWANO COUNTY 10/4" NO. 1 COMMON AND BETTER HARD MAPLE WELL MANUFACTURED. GOOD WIDTHS AND LENGTHS. BONE DRY.

WRITE US AT ONCE
FOR PRICES

WAUSAU

Chas. Gill Lumber Co. WISCONSIN

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

flooring is moving nicely, and it is reported that most of the flooring mills are finding business good. While no really large business is in sight which warrants reopening large mills and starting heavy production, it is noted that prices are firmer as a result of cheap stock being slowly cleaned up and present stocks are held in stronger hands. High grades are getting a bit scarce and firsts and seconds are expected to command better prices before long.

Although there have been no heavy export orders out in this district for some time there are several of the local jobbers and producers who have managed to pick up a few orders for export, some of these being only one or two car orders, but showing conclusively that a little foreign business is beginning to develop.

ST. LOUIS

The market has shown very little change in the past two weeks. Things are still very dull and there are no indications of better conditions at present. The railroads are not buying and the automobile manufacturers here are doing nothing. There have been a great many rumors to the effect that furniture manufacturers are buying more liberally, but nothing definite.

NEW ORLEANS

With practically no inquiries for export with the exception of crossties and with little demand being made by the flooring, automobile and furniture people in the United States, the hardwood market for the Texas-Louisiana-Mississippi territory is slumping along at about the same snail's pace that has characterized its activities for the past month or more.

On the score of prices, there has been some slight change, especially on the lower grades. It was firmly believed by hardwood men in the tri-state territory that prices had absolutely reached rock bottom several months ago, but they were in for a disappointment, for the lower grades of hardwood have shown some considerable declines within the past fortnight in this section.

"Only two cars in the past two weeks and stocks moving below legitimate competition," is the statement of a certain leading New Orleans manufacturer. Some red oak is moving out to the millwork people and some red gum is being taken by the furniture manufacturers. About the only other hardwood items showing anything like considerable activity just now are the upper grades of white oak. There seems to be scarcely any demand for No. 2 common, either oak or gum, and it is principally on Nos. 1 and 2 common of both oak and gum that prices have again hit the down grade.

MILWAUKEE

Opinion in the hardwood industry and trade is somewhat divided on the question of the condition of business. Some interests say there has been perceptible improvement in the last two or four weeks, while others express some disappointment over the slowness with which the industry is progressing. As a general average, however, it would appear that conditions are better now than at the same time in the first half of 1921, with prospects considerably better than they were then.

Production of hardwoods in the North is proceeding along a fair production schedule, most mills being in operation, although generally with day shifts only, whereas a year and two years ago night as well as day operations were the rule. Manufacturers seem to have not much difficulty in disposing of all of the best quality lumber and stocks they are able to produce, but the lower grades move very slowly and have been accumulating to such an extent that operations have been curtailed. With only top grades salable at a fair margin over cost, and other grades a drag on the market, there has been no reason why output should be kept at a pace commensurate with the movement of the choicer qualities, allowing the bulk of output to pile up in yards.

TORONTO

With the lumbermen drawing on their summer cut now for their No. 1 and 2 grades and with the first and second grades in the old cut practically all used up, the situation in the hardwood trade is none too satisfactory. There is practically no demand for the low grades, but there is a fair inquiry for the high grades of hardwood. None of the lumbermen is making any money at the present time and, according to the statement of one of the leading firms in Toronto, most of them are losing. It is claimed that they are not getting cost and in the case of the smaller dealers they are throwing their stocks on the market in order to get money to carry on. This is going to mean that many of the smaller dealers and manufacturers are going to be eliminated. As far as the prospects for next year's cut is concerned, the general opinion is that there will be none, the contention being that it is better to let the business go than to operate below cost. Manufacturers and wholesalers have apparently got to a point now where they have to have money and to most of them finished cost and prices mean nothing. According to the statement of one leading Toronto hardwood wholesaler, if anything of a demand were to develop now there would be something approaching a "famine" market, for at present there is no stock on hand to meet even a normal demand. Local dealers are looking for an early resumption of export business, now that the coal strike in England is settled and business conditions in the United States show signs of steadying. Inquiries are already beginning to come in as a result of the improved situation in the two countries mentioned.

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 FAS	40,000'
4/4 Selects	20,000'
4/4 No. 1 Common	80,000'
4/4 No. 1 Com. & Btr.	50,000'
4/4 No. 2 Common	100,000'
5/4 FAS	30,000'
5/4 Selects	65,000'
5/4 No. 1 Common	50,000'
5/4 No. 2 Common	150,000'
8/4 No. 1 Com. & Btr	40,000'

HARD MAPLE

4/4 6" and wider, 8' and longer	No. 1 Com. & Btr.	75,000'
5/4 No. 1 Com. & Btr.		200,000'
5/4 No. 2 Common		200,000'
6/4 No. 1 Com. & Btr.		70,000'
6/4 No. 2 Common		150,000'
8/4 No. 2 Com. & Btr.		200,000'
10/4 No. 1 Com. & Btr.		60,000'
12/4 No. 1 Com. & Btr.		30,000'

SOFT MAPLE

4/4 No. 2 Com. & Btr.	150,000'
6/4 No. 2 Com. & Btr.	14,000'
8/4 No. 1 Com. & Btr.	40,000'

SOFT ELM

4/4 No. 2 Com. & Btr.	75,000'
6/4 No. 2 Com. & Btr.	90,000'
8/4 No. 2 Com. & Btr.	20,000'

ASH

4/4 No. 2 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	25,000'

BASSWOOD

4/4 No. 1 Com. & Btr.	200,000'
4/4 No. 2 Common	100,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at

Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

FOR SALE

Southern Hardwoods

OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.

JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
ING, OAK, ASH, CYPRESS AND GUM LUMBER

Quick Shipment!

4/4" or 5/4" No. 1 Com. & Sel. Sap Gum	10 cars
4/4" or 5/4" No. 2 Com. Sap. Gum	10 cars
4/4" No. 1 and No. 2 Com. Cypress	10 cars
4/4" No. 1 and No. 2 Com. Cottonwood	10 cars
8/4"-10/4"-12/4" Tough White Ash	8 cars
4/4" No. 1 Com. & Sel. Pl. White Oak	5 cars
4/4" No. 1 Com. & Sel. Pl. Red Oak	5 cars

Above stock is all band sawn, bone dry, quality lumber. Can surface and resaw. Quotations by wire.

Chapman & Dewey Lumber Co.

MANUFACTURERS

MARKED TREE, ARK.

KANSAS CITY, MO.

CHICAGO



The World's Greatest Lumber and Woodworking Center

John Hansen Lumber Co.

(NOT INC.)

1118 LUMBER EXCHANGE BLDG.

PHONES: RANDOLPH 552 AND 553

Southern and Northern Hardwoods

All Grades and Thicknesses for Box Purposes

WHITE OAK		QUARTERED RED GUM	
4/4" 1st & 2nd.....	2 cars	8/4" 1st & 2nd.....	2 cars
4/4" No. 1 Common.....	2 cars	8/4" No. 1 Common.....	2 cars
RED GUM		MAGNOLIA	
4/4" 1st & 2nd.....	2 cars	4/4" No. 1 Com. & Btr....	4 cars
4/4" No. 1 Common.....	5 cars	POPLAR	
		ALL GRADES & THICKNESSES	

Theo. Fathauer Co.

Manufacturers & Dealers

Hardwood Lumber

YARDS AND MAIN OFFICE

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DIVERSEY 1824

MILLS—HELENA, ARK.

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

MANUFACTURERS HARDWOOD LUMBER

4/4" No. 1 Common Cypress.....	10 Cars
4/4" Log Run Soft Elm.....	5 Cars
Each 8/4" and 10/4" Soft Elm.....	3 Cars
Each 8/4" and 10/4" Soft Maple.....	2 Cars
4/4" No. 3 Common Gum	10 Cars
4/4" No. 3 Common Oak	10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.....	10 Cars

CLARENCE BOYLE

INCORPORATED

ESTABLISHED 1850

INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

Southern Hardwoods
and Cypress

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

*Time Is the Test
of
Worth*

Hardwood Record

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD

Maisey & Dion
Hardwoods
KILN-DRIED AND AIR DRIED
OFFICE & YARDS 2349 to 2423 So. Loomis St.
TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25¢ a line
For two insertions.....40¢ a line
For three insertions.....55¢ a line
For four insertions.....70¢ a line
Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

Superintendent for Box Factory making hardwood box shoos, in Arkansas. Applicant must be capable of superintending entire operation. Address Box 780, Care HARDWOOD RECORD.

WANTED

General Manager for hardwood operation, one who is familiar with lumber in mountain districts of West Virginia. Must be capable of selling the output and take full charge. Mill is band and band re-saw. State experience and terms. Address Box 778, care Hardwood Record.

EMPLOYMENT WANTED

WANTED

Position as Hardwood Sales Manager by young man familiar with the consuming trade in the North, East and Middle West and acquainted with the mills in the producing section. Best of references furnished. Address Box 783, care the HARDWOOD RECORD.

POSITION AS FOREMAN WANTED

By practical machine man and draughtsman. 17 years' experience in furniture, mill and automobile body building. Can operate all machines and is able to teach inexperienced help, make details, etc. Address Box 785, care the HARDWOOD RECORD.

MANAGER AND EXECUTIVE

Thoroughly familiar with modern business and manufacturing methods, with ten years' experience in the production of Rotary Veneers, and a successful record, wants permanent connection with a reliable concern. Knows the business from the tree to the finished product. Good organizer. Can fill personal requirements. Age 34. Open September 1st. Address Box 784, care the HARDWOOD RECORD.

WANTED

Situation with a reliable wholesale yard, as buyer and shipper of hardwood lumber. Have large acquaintance and trade with Ohio mills. Can give good reference. Address Box 782, care Hardwood Record.

PHYSICIAN AND SURGEON

Twenty-one years' experience, forty-two years of age, wishes contract practice with large lumber manufacturing company. Have had extensive contract practice and experience. Best references.

Address DR. E. MCCARTHY, 1300 Canal St., New Orleans, La.

DIMENSION STOCK WANTED

WANTED

30,000 feet 2x6's Hard Maple clear stock. What have you to offer? Address Box 786, care the HARDWOOD RECORD.

DIMENSION STOCK FOR SALE

FOR SALE—HARDWOOD DIMENSION

Prefer sizes 1" thick and 2" thick. Can rip air dry lumber, any width or length. Will quote very close prices.

HUNTINGTON & FINKE CO., Buffalo, N. Y.

FOR SALE

1 car No. 1 Oak Felloes—2"x2³/₄"—3' 8".
1 car No. 1 Oak Felloes—3' 1/2"x3"—3' 4".
1 car No. 1 Oak Felloes—4 1/4"x3"—3' 4".
2 cars No. 1 Oak Bolsters—3' 1/2"x4 1/2"—4' 2".
2 cars No. 1 Oak Bolsters—4"x5"—4' 2".
E. YOCOM LUMBER CO., Stilwell, Oklahoma

LOGS FOR SALE

MAHOGANY LOGS

Can deliver 500,000 feet per month No. 1 Mahogany Logs at \$65.00 per M, any Gulf port. For particulars address "MAHOGANY," care HARDWOOD RECORD, Chicago, Ill.

FOR SALE VENEER LOGS

From a boundary of 13,000 acres in Western North Carolina which we have now operating, have selected

4,000,000 feet Poplar Trees

2,000,000 feet Oak Trees

Nothing less than 18", some 48", smooth, straight, mellow timber. Sold standing with contract for removal as we log. Address Oak, P. O. Box 1592, Philadelphia, Pa.

TIMBER FOR SALE

FOR SALE

16,000 acres timber lands, together with circular mills and logging equipment. Located fifty miles south of Nashville, Tenn. Largely Oak, some Poplar, Chestnut and Hickory. Fine Cross Tie proposition. Address Box 787, care the HARDWOOD RECORD.

A GRAND LUMBER PROPOSITION

8,800 acres fine timber, will cut 5,000 feet to acre. 80% hardwood, rest basswood, hemlock, maple and beech. Immediately on B. & O. Ry., in West Virginia. Grand bargain. \$20 an acre on reasonable terms.

W. R. BROADDUS, Westpoint, Va.

FOR SALE

Wish to close a partnership, therefore offer at a bargain about 100 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. Location is such that shipments can be made to any point on the Great Lakes for not to exceed over \$6 per M. Address Jno. C. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

TIMBER LANDS FOR SALE

6,000 ACRE HARDWOOD TIMBER

Cruise approximately 20,000,000 feet first growth white oak and hickory, 6,000,000 feet yellow pine. Located but a few miles from two main line railroads in South Georgia. Offered by owner, \$100,000 half cash, balance ten years. Address L. W. TRAER, Box 360, Jacksonville, Florida.

LARGE HARDWOOD TIMBER TRACT

"THE BEST QUALITY, LARGEST BODY AND FINEST TRACT OF HARDWOOD TIMBER LAND IN THE UNITED STATES TODAY."

This, in brief, is the opinion of one of the foremost lumbermen in the country who has been over and examined the property. Located in one of the Southern-eastern States, very convenient to transportation and the markets, containing in excess of 80,000 acres and cruising approximately 850,000,000 feet of the highest grades of Hardwood timber. Trees on this property from five to eight feet in diameter are common and the quality is excellent. There is also some equipment, mill, bunk houses, etc., etc., which are included with the sale. Amount originally invested in this tract was in excess of \$3,500,000 and it has been carried on the books of the company at \$8,000,000. It can now be purchased for less than two-thirds of the original investment and is probably the last opportunity to secure a fine hardwood tract east of the Mississippi River and greatly underpriced.

Particulars will be given to interested prospective purchasers only. Cruise maps and pictures are available. Address all inquiries to

CARL R. HARRISON,

Care of the Cleveland Trust Company, Cleveland, Ohio.

MACHINERY FOR SALE

FOR SALE

A new Mitts & Merrill Chipper & Shredder. For price and specifications address BAYLESS MANUFACTURING CORPORATION, Austin, Penna.

FOR SALE

Knuckle joint veneer press (Bushnell), belt power. Three Francis glue kettles, two with power stirrers. MICHIGAN VENEER COMPANY, Alpena, Michigan.

SECOND HAND

Machinery is oftentimes a good buy. If you are in need of a second hand machine, this department will place you in touch with any branch of the industry. Send in your requirements and we will do the rest. HARDWOOD RECORD.

LOGS WANTED

WANTED LOGS

All kinds. Write for further particulars to G. ELIAS & BRO., Inc., Buffalo, N. Y.

PRIME BLACK WALNUT LOGS

For veneer purposes.

YELLOW POPLAR LOGS

Cable quotation to

CHR. BRUUN,

Copenhagen—Hellerup,

Denmark.

Cable Address: "Mahogany."

MISCELLANEOUS**WANTED—DRY HARDWOOD SAWDUST**

We buy carloads dry Maple, Birch, Beech and Hickory, also air dried sawdust. Send samples and quote prices. **ACMF SAWDUST COMPANY**, 76 North 6th Street Brooklyn, N. Y.

WILL EXCHANGE

For sawn lumber, Yellow Pine or Hardwoods—10,000,000 feet Yellow Pine Stumpage including some fine Gum located Georgia near Augusta. Price and Terms reasonable. Address Pine, P. O. Box 1592, Philadelphia, Pa.

LUMBER COMMISSION

Lists solicited of stocks, hardwood lumber with prices which I can offer to my trade. I sell on commission. Dimension stock and vehicle stock are specialties. **ALFRED P. BUCKLEY**, 100 Parkway Bldg., Philadelphia, Pa.

ADVERTISING

Today is the best investment for the building up of business that is possible. Dividends follow advertising more surely today than ever. The Classified Department of the **HARDWOOD RECORD** is maintained for your benefit. Are you using it?

HAVE STORAGE SPACE

For lumber. Can be reshipped into Canada and the East on through billing rates for 12 ft. space, \$6.00 per month or fraction of month. Space will take care of 18,000 to 27,000 ft. Unloading, measuring and inspection extra. **GEO. I. McCLURE**, Clark-Palmer Aves. at M. C. R. R., Detroit, Mich.

CUT-DOWNS

In the manufacture of cheese boxes we accumulate a lot of 1/6" birch, bass and elm cut-downs. Would like to get in touch with some user of this class of material. Would prefer steady user. Write us giving list of your requirements. Address **KIEL WOODEN WARE COMPANY**, Kiel, Wisconsin.

RAILS FOR SALE**FOR SALE**

Two miles good 35-lb. relaying rail with fasteners. Price \$35 per ton f. o. b. Earle, Arkansas.

THE CRITTENDEN LUMBER CO.,
Earle, Ark.

FOR SALE

Fifty tons good 56 lb. relay rails, \$30.00 per ton F. O. B. cars. Four heavy stone cars; two dirt cars, end and side dump. One Cameron & Worthington steam pump. One horizontal 45 H. P. boiler. One hog, 55 H. P. engine with fly wheel. 120 ft. 2 15/16 shafting, with couplings and bearings. **CHARLES BROPHY**, Shipman, Va.

LOGGING EQUIPMENT for SALE**FOR SALE—LOGGING LOCOMOTIVES**

Five to one hundred tons in weight narrow and standard gauge; rod and geared types. Also other logging equipment, car trucks, cars, skidders, etc. Rebuilt in our shops. Immediate shipment from stock.
SOUTHERN IRON & EQUIPMENT COMPANY,
Atlanta, Ga. — New Orleans, La.

LUMBER FOR SALE**FOR SALE—HARD MAPLE**

Three cars 2 1/2" 1st and 2nds. Exceptionally fine dry band sawn stock. Can ship immediately at attractive price. **HUNTINGTON & FINKE CO.**, Buffalo, N. Y.

FOR SALE—CRATING STOCK

Hardwood, Pine or Hemlock, cut to your sizes, rough or dressed. Also have crating lumber, all kinds and thicknesses. Immediate shipment, low prices. **HUNTINGTON & FINKE CO.**, Buffalo, N. Y.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.

C. WILSON, Halls, Tenn.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.
KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

BUSINESS OPPORTUNITIES**WANTED**

To represent Wholesalers and Consumers of Hardwood lumber on Commission. Am acquainted with all leading manufacturers in the South. Can get well manufactured lumber and prompt shipments. Give me a chance and let me prove what I can do. Address **E. H. Stockamp**, 640 S. Lauderdale Street, Memphis, Tenn.

CLASSIFIED

Advertising is the shortest route between your requirements and the party who can fill them. Makes no difference what it is you want to sell or want to buy, the classified advertising department will be able to help you most effectively and at the smallest possible cost. Send in your list to the Classified Advertising Department, **HARDWOOD RECORD**.

LUMBER WANTED**WANTED FOR PROMPT SHIPMENT**

Two cars 5/8" No. 1 Common Plain Sap Gum, 3 cars 4/4" No. 1 Common & Better Quartered Red Gum, sap no defect. Quote best price f. o. b. Indianapolis, Indiana rate, describing stock thoroughly.

THE PURDY LUMBER CO., Inc.,
807 Second National Bank Bldg.,
CINCINNATI, OHIO.

LUMBER WANTED**WANTED—WALNUT LUMBER**

Will buy at right price 2" and 2 1/2" thick log run Walnut from good logs; also No. 2 common and better Walnut 8/4" and 2 1/2"; also Walnut shorts and clear dimension. Must be fairly dry. Quote delivered Philadelphia, giving full description of stock.

J. RICHARD JACKSON & BRO.,
Sixteenth and Chestnut Sts.,
PHILADELPHIA, PA.

PLANTS FOR SALE**FOR SALE**

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care **HARDWOOD RECORD**.

BOX AND PLANING MILL

Plant with planer, re-saw, rip-saw, motor, etc., all in running order. Opportunity for practical mill man. Good lease on Railway siding. Also convenient for city delivery. Small payment will secure the whole thing. **W. C. LAM**, Box 1143, Norfolk, Va.

MISCELLANEOUS**Saw Mill Machinery**

**OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS**

Send for New Catalog

Hill-Curtis Company, Kalamazoo, Mich.
1440 No. Pitcher Street

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
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NO. 2 C. & BTR., white, 4/4-16/4", good widths & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 & 2 C., 4/4", reg. widths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 2 & BTR., 8/4", std. widths. & lgths., 16 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

FAS, 5/4"; NO. 1 C. 5/4"; NO. 3 C. 5/4"; LOG RUN, 6/4, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, white, 10/4", all widths. & lgths., 10 mos. dry. BROWN-EVERTS LBR. CO., Memphis, Tenn.

COM. & BTR., white, 4/4-12/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, black, 8/4"; FAS, white, 6/4". G. ELIAS & BRO., Buffalo, N. Y.

NO. 1 & BTR., 6/4", A widths. & lgths., 10 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

LOG RUN, 4/4-16/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 C. white, 4/4"; NO. 2 C. & BTR., 6/4, 8/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

NO. 1 C. & BTR., 4/4 8/4", reg. widths. & lgths., bone dry. HARRY H. MAUS, South Bend, Ind.

COM. & BTR., 5/8, 4/4, 8/4, 10/4, 12/4, 16/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 & 2 C., white, 10/4", bone dry. CYRUS C. SHAFER LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. widths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

COM. & BTR., 4/4-16/4". J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 8/4 & 12/4", reg. widths. & lgths., 6 mos. & over dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

COM. & BTR., 10/4, 12/4", reg. widths. & lgths., 6 mos. dry; LOG RUN, 6/4", reg. widths. & lgths., 6 mos. dry. D. S. WATROUS, Memphis, Tenn.

NO. 1 & BTR., 5/4", brown, reg. widths. & lgths., 6 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. widths. & lgths., 6 to 8 mos. dry; NO. 1 C., 4/4-12/4", reg. widths. & lgths., 6 to 8 mos. dry; NO. 2 C., 4/4-8/4", reg. widths. & lgths., 6 to 8 mos. dry.

FAS, 4/4, 5/4", reg. widths. & lgths., 3 to 5 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry, northern, good texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 & 2 C., 4/4", reg. widths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM. & BTR., 4/4, 5/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4". FULLERTON-POWELL HDWD. CO., South Bend, Ind.

NO. 3, 4/4, 5/4; NO. 2 C. & B., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, 1"x12" & up. MAISEY & DION, Chicago, Ill.

FAS, 4/4"; SEL. & NO. 1 C., 4/4"; NO. 2 C., 4/4, 8/4"; NO. 2 C. & BTR., 5/4, 6/4"; NO. 3 C., 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4, 5/4", reg. widths. & lgths., bone dry. HARRY H. MAUS, South Bend, Ind.

NO. 2 C. & BTR., 5/4", reg. widths. & lgths., 9 mos. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

NO. 1 C., NO. 2 C., FAS, all 4/4", reg. widths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 & 2 C., 8/4", reg. widths. & lgths., 18 mos. dry; NO. 1 & BTR., 10/4", reg. widths. & lgths., 18 mos. dry; NO. 3, 5/4", reg. widths. & lgths., 6 mos. dry; NO. 2, 5/4", reg. widths. & lgths., 6 mos. dry; NO. 2, 6/4", reg. widths. & lgths., 18 mos.; FAS, 6/4", reg. widths. & lgths., 18 mos. dry; NO. 1 SEL., 6/4", reg. widths. & lgths., 18 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

BEECH

NO. 2 C. & BTR., 5/8, 4/4", reg. widths. & lgths., dry, band sawn; NO. 1 C. & BTR., 5/4", reg. widths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

FAS, 4/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4". FULLERTON-POWELL LBR. CO., So. Bend, Ind.

LOG RUN, 5/8", reg. widths. & lgths., 6 mos. & over dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

HARDWOODS FOR SALE

NO. 2 C. & BTR., 5/8, 4 1/4" WOOD-MOSAIC CO., INC., Louisville, Ky.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4", std. widths. & lgths., 16 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 3, 4/4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8 1/4". MAISEY & DION, Chicago, Ill.

NO. 1 C. & BTR., 4/4-12 1/4"; NO. 2 C., 4/4-8/4"; NO. 3 C., 4/4-6/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. widths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C., 4/4", reg. widths. std. lgths., 1-2 yrs. dry; NO. 1 C. & BTR., 4 1/4-12/4", reg. widths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, 10/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 4/4"; NO. 2 C. & BTR., 8/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

NO. 1 & 2 C., 4/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. WORMY, 4/4". MAISEY & DION, Chicago, Ill.

COTTONWOOD

NO. 2 C. & BTR., 4/4", good widths. reg. lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 1 C. & SEL., 4/4", ran. widths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 4/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4, 5/4, 6/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., NO. 2 C. both 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

CYPRESS

SHOP & BTR., 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

SELS. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 & 2 C., 4/4", ran. widths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

SEL. & BTR., 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4"; SEL. & BTR., 6/4, 8/4, 10/4"; FAS, 4/4". TUSTIN HDWD. LBR. CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 1 C. & BTR., 6/4, 8/4", reg. widths. & lgths., dry, band sawn; NO. 2 C. & BTR., 4/4",

reg. widths. & lgths., dry, band sawn. F. M. BACHMAN & CO., Indianapolis, Ind.

NO. 2 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. widths. & lgths., 1 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 12/4"; NO. 2 C., 5/4, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 10/4, 12/4", ran. widths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

COM. & BTR., 4/4-12/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4". G. ELIAS & CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4-12/4". H. A. HOOVER, So. Bend, Ind.

NO. 2 C. & BTR., Ind., 10/4, 12/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.

NO. 3 C., 4/4, 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 2 C. & BTR., 4/4 & 8/4", reg. widths. & lgths., bone dry. HARRY H. MAUS, So. Bend, Ind.

NO. 2 C. & BTR., Ind., 4/4", reg. widths. & lgths., 9 mos. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

NO. 2 C. & BTR., 12/4", bone dry. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths., dry; NO. 3 C., 4/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4", reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

ELM—ROCK

LOG RUN, 8/4", ran. widths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 & BTR., 10/4", 5" & wider, 6' & longer, 6 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

GUM—PLAIN RED

FAS & NO. 1 C., 4/4", reg. width & lgth., 9 mos. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 1 C., 4/4, 5/4, 6/4", reg. widths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C., 4/4, 6/4", reg. widths. & lgths., 8 mos. dry. DACUS-RICHARDS HDWD. CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

LOG RUN, 4/4, 5/4, 6/4, 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 5/8"; NO. 1 C., 5/8"; NO. 2 C., 5/8". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS & NO. 1 C., 4/4", reg. width. & lgth., 9 mos. dry. C. SHAFER HDWD. CO., South Bend, Ind.

NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 2 C. & BTR., 4/4", reg. widths. & lgths., dry, band sawn. F. M. BACHMAN & CO., Indianapolis, Ind.

FAS, NO. 1 C. & 2 C., both 3/4, 4/4, 5/4, 6/4", reg. widths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, 5/4", 13" & up (mostly 13 & 14"). BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, ran. widths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C., 4/4", reg. widths. & lgths., 7 mos. dry; NO. 1 C., 6/4", reg. widths. & lgths., 8 mos. dry; FAS, 4/4", reg. widths. & lgths., 7 mos. dry; FAS, 6/4", reg. widths. & lgths., 8 mos. dry; NO. 1 C., qtd., 6/4, 8/4", reg. widths. & lgths., 8 mos. dry. DACUS-RICHARDS HDWD. CO., Memphis, Tenn.

NO. 1 C. & SEL., 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

BOX BDS., NO. 2 & BTR., 5/8-5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., INC., Memphis, Tenn.

NO. 1 C. & SEL., 4/4"; BOX BDS., 13-17". THEO. FATHAUER, Chicago, Ill.

LOG RUN, 5/8-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 C. & BTR., plain, 4/4", good widths., 60% 14 & 16", 6 mos. dry, band sawn; NO. 2 C. & BTR., qtd., 5/4, 6/4, 8/4", good widths., 60% 14 & 16", 6 mos. to yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS & NO. 1 C., 4 1/4", reg. width. & lgth., 9 mos. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 1 C. & BTR., 4/4", std. widths., 50% 14 & 16", 8 mos. dry. WOODRUFF-POWELL LBR. CO., So. Bend, Ind.

NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. widths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 & BTR., 4/4, 5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., 4/4, 5/4, 6/4, 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

SND., 6/4-12/4". H. A. HOOVER, So. Bend, Ind.

NO. 1 C., 4/4, 6/4, 8/4", Kraetzer-Cured; NO. 2 C., 6/4", Kraetzer-Cured. NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 2 C., 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 & BTR., black, qtd., 4/4", ran. widths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Memphis, Tenn.

NO. 1 C., fig., 4/4". THEO. FATHAUER CO., Chicago, Ill.

FAS, fig., 4/4"; COM. & BTR., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., R&S, 4/4"; LOG RUN, tupelo, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., black, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

HICKORY

NO. 1 C. & BTR., 8/4", reg. widths. & lgths., dry, band sawn; NO. 2 C., 6/4", reg. widths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.

NO. 2 C. & BTR., 6/4"; LOG RUN, pecan, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

LOG RUN, 8/4", ran. widths., 50% 14 & 16", 6 mos. & over dry; MILL RUN, pecan, 8/4" ran. widths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, pecan, 6/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 8/4", all widths. & lgths., 10 mos. dry. BROWN-EVERTS LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 8/4", reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 6/4", 7/4, 8/4, 16/4" WOOD-MOSAIC CO., INC., Louisville, Ky.

LOG RUN (20% FAS, 30% NO. 2), 6/4", std. widths. & lgths., 7 mos. dry. WOODRUFF-POWELL LBR. CO., So. Bend, Ind.

MAGNOLIA

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good widths., 60% 14 & 16", 6 mos. to yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAHOGANY

ALL GRADES, all thicknesses, especially fine dry stock, 3" & 4". FREIBERG MAHOGANY CO., Cincinnati, O.

ALL GRADES, Mex., 4/4-8/4". KOSSE, SHOE & SCHLEYER & CO., St. Bernard, O.

HARDWOODS FOR SALE

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
 NO. 1 C. & BTR., 8/4 & 12/4", reg. wdths. & lgths., dry, band sawn. NO. 1 & 2 C., 1 1/2", reg. wdths. & lgths., dry, land sawn. F. M. BACHMAN CO., Indianapolis, Ind.
 NO. 2 & BTR., 10/1", std. wdths. & lgths., 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.
 NO. 2 C. & BTR., 10/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
 COM. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 FAS, 12/4". G. ELIAS & BRO., INC., Buffalo, N. Y.
 NO. 2 C. & BTR., 4/4 & 6/4". FULLERTON-POWELL HDWD. LBR. CO., So. Bend, Ind.
 NO. 1 & BTR., 16/4", 5" & wider, 6" & longer, 8 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.
 NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.
 NO. 1 C., 8/4"; NO. 1 C. & BTR., 10/4, 12/4"; NO. 2 C. & BTR., 5/4, 6/4"; NO. 1 & 2 C., 4/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.
 NO. 1 & 2 C., 4/4"; NO. 2 C. & BTR., 5/4"; NO. 1 C. & BTR., 6/4, 8/4, 10/4, 12/4"; NO. 2 C., 6/4, 8/4"; NO. 3 C., 6/4". MASON-DONALDSON LBR. CO., Rhineclander, Wis.
 NO. 2 C. & BTR., 8/4", reg. wdths. & lgths., yr. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.
 NO. 2 C. & BTR., 16/4", bone dry. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.
 FAS, with 30% SEL., 4/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.
 NO. 1 C., 4/4"-16/4". J. V. STIMSON & CO., Owensboro, Ky.
 NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.
 NO. 2 & BTR., 8/4", reg. wdths. & lgths., dry. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
 LOG RUN, 4/4, 12/4". Geo. C. Ehemann & CO., Memphis, Tenn.
 LOG RUN, spot worms no defect, 4/4-13/4". GRISMORE-HYMAN CO., Memphis, Tenn.
 NO. 2 C. & BTR., 4/4"; QTD., 5/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.
 NO. 2 & BTR., 10/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.
 NO. 2 C. & BTR., 10/4", reg. wdths. & lgths., yr. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.
 NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.
 NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry, band sawn; FAS & NO. 1 C., 5/4, 6/4", reg. wdths. & lgths., dry, band sawn; NO. 1 C., 8/4", reg. wdths. & lgths., dry (kiln), band sawn; NO. 3 C., 4/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.
 NO. 1 C., 4/4, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 NO. 2 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
 NO. 1 C. & NO. 2 C., both 4/4", all wdths. & lgths., 10 mos. dry. BROWN-EVERTS LBR. CO., Memphis, Tenn.
 NO. 2 & BTR., 4/4-6/4". DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
 FAS, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.
 NO. 1 C. & BTR., 1/2"; NO. 2 C. & BTR., 3/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.
 FAS, 5/8, 3/4, 6/4, 8/4". NORTH VERNON

LBR. MILLS, North Vernon, Ind.
 NO. 2 C. & BTR., 4/4", bone dry. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.
 COM. & BTR., 5/4", reg. wdths. & lgths., 5 mos. dry; COM. & BTR., 8/4", reg. wdths. & lgths., 8 mos. dry. D. S. WATROUS, Memphis, Tenn.
 NO. 1 C., 4/4, 6/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
 NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.
 NO. 1 C., 5/8", 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C. & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.
 NO. 1 C., 4/4, 5/4, 6/1", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 FAS, NO. 1 C., both, 4/4". THEO. FATHAUER CO., Chicago, Ill.
 NO. 1 C., 5/4"; NO. 2 C., 4/4". GAYOSO LBR. CO., Memphis, Tenn.
 NO. 1 C. & BTR., 4/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.
 ALL GRADES, 5/8-16/4". J. V. STIMSON CO., Owensboro, Ky.
 FAS, 4/4, 5/4"; NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
 FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

FAS & NO. 1 C., 5/4, 6/4", reg. wdths. & lgths., dry, band sawn; NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry, band sawn; NO. 1 C., 8/4", reg. wdths. & lgths., kiln dried; NO. 3 C., 4/4", reg. wdths. & lgths., dry, band sawn. F. M. BACHMAN CO., Indianapolis, Ind.
 NO. 2 C. & BTR., 6/4"-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
 COM. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 NO. 2 & BTR., 5/8-6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
 NO. 1 C. 6/4". GAYOSO LBR. CO., Memphis, Tenn.
 NO. 2 C., 1/2". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.
 FAS & SEL., 4/4", av. wdths., 50% 14 & 16", 16 mos. dry; NO. 1 C., NO. 2 C., both 4/4", av. wdths., 50% 14 & 16", 16 mos. dry; SD. WORMY, 4/4", av. wdths., 50% 14 & 16", 16 mos. dry. MOUNT-GEARHART, INC., Essex Bldg., Newark, N. J.
 NO. 1 C., 5/8, 4/4, 5/4, 6/4". NORTH VERNON LUMBER MILLS, North Vernon, Ind.
 NO. 1 C., 4/4", reg. wdth. & lgth., 9 mos. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.
 NO. 1 C., 5/4", 4/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
 NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.
 NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 C., 4/4, 5/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 NO. 1 C. & SEL., 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.
 NO. 2 & BTR., 5/8-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
 NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.
 NO. 1 C., 4/4, 5/4, 6/4, 8/4"; STRIPS, COM., 4/4"; FAS, 6/4-18/4". GAYOSO LUMBER CO., Memphis, Tenn.
 NO. 1 C. & BTR., 4/4". H. A. HOOVER, So. Bend, Ind.
 NO. 1 C. & BTR., 3/8"; NO. 1 C., 1/2, 6/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.
 NO. 1 & 2 C., 4/4, 5/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.

FAS & NO. 1 C., 4/4", reg. wdth. & lgth., 9 mos. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.
 ALL GRADES, 1/2-8/4". J. V. STIMSON & CO., Owensboro, Ky.
 FAS, NO. 1 C., both, 5/4", reg. wdths. & lgths., 5 mos. dry; COM. & BTR., 6/4", reg. wdths. & lgths., 8 mos. dry. D. S. WATROUS, Memphis, Tenn.
 NO. 1 C., 5/8", 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 3/4, 4/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
 NO. 1 C., 12/4", reg. wdths., std. lgths., 3 yrs. dry. YEAGER LBR. CO., Memphis, Tenn.
 FAS, NO. 1 C., both 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

FAS, 4/4", good wdths. & lgths., dry; NO. 1 C. & SELS., 4/4, 5/4, 8/4", good wdths. & lgths., dry; SD. WORMY, 4/4, 5/4", good wdths. & lgths., dry; NO. 3 C., 4/4, 5/4, 6/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.
 NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.
 BRIDGE PLANK, 8/4, 10/4"-16, 12, 14"; TIMBERS, BOXED HEARTS, 4x6, 6x6, 8x8, 7x9-10, 12, 14". F. M. BACHMAN CO., Indianapolis, Ind.
 NO. 2 & BTR., 4/4, 8/4", std. wdths. & lgths., 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.
 SD. WORMY, COM. & BTR. TRAM, PLANK, all 8/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.
 NO. 2 C. & BTR., R. & W., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
 NO. 3 C., pl. R. & W., 4/4". THEO. FATHAUER CO., Chicago, Ill.
 LOG RUN, pl. & qtd. R. & W., 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.
 PLAIN, 4/4-12/4". H. A. HOOVER, So. Bend, Ind.
 NO. 1 C. & BTR., R. & W., 4/4 & 5/4", reg. wdths. & lgths., bone dry. HARRY H. MAUS, So. Bend, Ind.
 NO. 2 C. & BTR., pl., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. to yr. dry, band sawn; NO. 2 C. & BTR., qtd., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. to yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
 NO. 2 C., W. & R., 6/4", bone dry. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.
 NO. 1 C. & FAS, pl., both, 4/4 & 12/4", reg. wdths. & lgths., dry; NO. 1 C. & FAS., qtd., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

POPLAR

24" & up PANEL & NO. 1, 4/4", good lgths., dry, soft yellow; FAS, 4/4 & 5/4", 6 to 17", good lgths., dry, soft yellow; SAPS & SELS., 4/4, 6/4, 8/4", good wdths. & lgths., dry, soft yellow; NO. 1 C., 4/4, 5/4, 6/4, 8/4", good wdths. & lgths., dry, soft yellow. AMERICAN COLUMN & LBR. CO., Columbus, O.
 NO. 1, 2 & 3 C., 4/4", reg. wdths. & lgths. F. M. BACHMAN CO., Indianapolis, Ind.
 NO. 2 A. & BTR., 4/4", all wdths. & lgths., 10 mos. dry. BROWN-EVERTS LBR. CO., Memphis, Tenn.
 COM. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 NO. 2 & BTR., 4/4, 8/4". DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
 COM. & BTR., 4/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
 NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", 60% 14 & 16", 6 mos. to yr. dry, band sawn; NO. 2 C. & BTR., qtd., 4/4", 60% 14 & 16" long, 6 mos. to yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
 ALL GRADES, 5/8-8/4". J. V. STIMSON & CO., Owensboro, Ky.
 FAS, 8/4", reg. wdths., 8 mos. dry; SAPS & SELS., 8/4", reg. wdths. & lgths., 8 mos. dry; NO. 1 C., 8/4", reg. wdths. & lgths., 8 mos. dry; FAS & SEL., both, 5/4", reg. wdths. & lgths., 4 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 4 mos. dry. D. S. WATROUS, Memphis, Tenn.
 NO. 1 & 2 C., 6/4 & 8/4", std. wdth., 30% long, 8 mos. dry. WOODRUFF-POWELL LBR. CO., So. Bend, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 41)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-11) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RIN, PICKENS and RICHWOOD, WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 1) 3/4 to 1-1 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BAR-HOLIDAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 9)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 43)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

R & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills Arkansas City, Ark.; Lake Providence, La

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 57)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 5)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 72)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 41)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls, **W. VA.**

(*See page 8)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 1)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 69)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 11)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
(*See page 10)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 5)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 48)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 28,785,000,000.

(*See page 9)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 70)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

"The Oak Is the Most Majestic of Forest Trees."—Loudon.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tachudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 32)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 39)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 1)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

HARDWOODS FOR SALE

NO. 2 C. & BTR., 5/8-16/4", reg. wdths. std. lgths. 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS., 5/8, 1 1/4", reg. wdths & lgths. **FAS.**, sap, 5/8", reg. wdths & lgths. **NO. 1 C.**, 5/8-4 1/4", reg. wdths. & lgths. **NO. 2 A. & B. C.**, 1 1/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SPRUCE

B. & BTR., piano posts, to your specifications; **SHOP**, 4/4-12/4", 4" & wider, 8-20', kiln dried; **BOX**, 4/4 & 5/4", 4" & wider, 6-20', air dried; **B. & BTR.**, 4/4-16/4", 4" & wider, 8-20', air dried and kiln dried. BOYD-HILLIER LBR. CO., So. Bend, Ind.

SYCAMORE

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., F. M. BACHMAN CO., Indianapolis, Ind.

LOG RUN, 4/4", ran. wdths., 50-60%, 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4", all wdths. & lgths., 10 mos. dry. BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 5/4", reg. wdths. & lgths., DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, qtd., 5/8-4/4", J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

WALNUT

NO. 1 & 2 C., 4/4", reg. wdths. & lgths. F. M. BACHMAN CO., Indianapolis, Ind.

LOG RUN, 4/4", MEMPHIS BAND MILL CO., Memphis, Tenn.

LOG RUN, 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

LOG RUN, 4/4", reg. wdths. & lgths., dry. WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., black, 4/4", std. wdths. & lgths., 5 mos. dry. WOODRUFF-POWELL LBR. CO., South Bend, Ind.

MISCELLANEOUS

SASSAFRAS

LOG RUN, 4/4", MEMPHIS BAND MILL CO., Memphis, Tenn.

CRATING

NO. 3 C., 1 1/4", FULLERTON-POWELL HDWD. LBR. CO., South Bend, Ind.

DIMENSION STOCK

WALNUT

SQUARES, black, 6-8-10/4", ran. lgths. KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

FLOORING

MAPLE

CLEAR, 13/16x2 1/4", reg. lgths., 1 1/8x2 1/4", reg. lgths.; **NO. 1**, 13/16x2 1/4", 2", & 1 1/8x2 1/4"; **FACTORY**, 43"x2 1/4", reg. lgths.; **FACTORY**, 1 1/8x2 1/4", reg. lgths. STRABLE LUMBER & SALT CO., Saginaw, Mich.

QUARTERED WHITE OAK

CLEAR SAP, 5/8x1 1/8", 1 1/2", 2", square edge parquet; **CLEAR**, no sap, 5/8x1 1/8", 1 1/2", & 2",

square edge, parquet. F. M. BACHMAN CO., Indianapolis, Ind.

STRIPS, 7/16", LONG-KNIGHT LBR. CO., Indianapolis, Ind.

veneer—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, 12-30", 62-86". GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

ROTARY CUT, 1/16", 6-40" wide, 36-45" long, 1/8", 6-40", 48-96" long (75% 84 & 96", 1/16", 6-40" wide, 48-96" long (70% 72" & longer). BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 1/28", 6-36", 50-98"; **LOG RUN**, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/8", 6-36", 62-96", 1/16, 12-30", 62-96", 1/20, 12-30", 62-96"; 1/8, all clear, 12-30, 86-96"; **SHEET STOCK**, red, 1/8", 12-30", 86-96". GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; **SHEET STOCK**, 3/16", 6-36", 38-98", shingle bundled; **SHEET STOCK**, 1/8", 6-36", 50-98"; **SHEET STOCK**, 1/16", 6-36", 44-98"; **SHEET STOCK**, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; **SHEET STOCK**, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, red, 6-30, 72-96". GEO. L. WAETJEN & CO., Milwaukee, Wis.

thicknesses, also butts. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

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MAPLE

LOG RUN, 1/16", 6-36", 62-98"; **LOG RUN**, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; **QTD. SLICED**, Ind. 1/24", smoothly sawn, good figure; **PLAIN & CURLY**, Ind. white, 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; **SHEET STOCK**, red, 1 2", 6-36", 38-86"; **SHEET STOCK**, white, 1/8", 6-36", 44-98"; **SHEET STOCK**, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

NORTHERN RED, 1/8", 6-36", 86-96", 1/8" sawn, northern, 10-12", 12" & longer. **WHITE NORTHERN**, 1/8", 6-36, 62-96"; **CORE STOCK**, 1/8, 8-30, 62-96; **QTD. SAWN WHITE**, 1/8, 6-12, 10 & longer. **QTD. SAWN WHITE**, 1/20, 6-12, 10" & longer. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QTD. SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; **LOG RUN**, 1/16", 6-36", 74-88"; **SHEET STOCK**, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

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ROTARY CUT, 1/16", 6-40" wide, 36-57" long. BISSELL LBR. CO., Marshfield, Wis.

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SLICED, 1/28"; **FIG. BUTTS**, 1/30"; **SAWN**, 1/8". F. M. BACHMAN CO., Indianapolis, Ind.

SLICED, half round, unusually fine figured; also butts. FREIBERG MAHOGANY CO., Cincinnati, O.

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

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8/4" No. 1 C&B., Qtd.	19,000'		4/4" Full Log Run, No. 2	20,000'	
4/4" End Dried White, 70%			Common	2,000'	
FAS	50,000'		8/4" No. 1 C&B.	2,000'	
5/4" End Dried White	4,000'		4/4" No. 3 Common	20,000'	
6/4" End Dried White	6,000'		BASSWOOD		
4/4x6" to 9 3/4" No. 1 C&B.	60,000'		4/4" No. 2 C&B.	380,000'	
60% FAS & up	30,000'		4/4" No. 2 Common	11,000'	
4/4"x10" No. 1 C&B., 60% FAS			4/4" End Dried White	14,000'	
8/4" No. 1 C&B., 65% FAS			5/4" End Dried White	10,000'	
FAS	20,000'		4/4" No. 3 Common	42,000'	
6/4" No. 1 C&B. Soft	51,000'		ASH		
4/4" No. 3 Common	500,000'		4/4" No. 2 C&B.	16,000'	
6/4" No. 3 Common	300,000'		4/4" No. 3 Common	15,000'	
8/4" No. 3 Common	64,000'		5/4" No. 3 Common	5,000'	

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ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.
QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x60, 2S, 3/4x30x60, 2S, 3/4x24x72, 2S, 3/4x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

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1 1/2" FAS	57,000'	8 1/2" No. 1 C & B. 110,000'	
1 1/2" S&L & No. 1 C	72,000'	8 1/2" No. 2 Common. 92,000'	
2 1/2" No. 2 Common. 87,000'		10 1/2" No. 1 C & B. 75,000'	
3 1/2" No. 2 C & B. 136,000'		12 1/2" No. 1 C & B. 65,000'	
4 1/2" No. 2 Common. 59,000'		SOFT ELM	
6 1/2" No. 2 C & B. 75,000'		1 1/2" No. 2 C & B. 125,000'	
8 1/2" No. 2 Common. 75,000'		1 1/2" No. 3 Common. 60,000'	
8 1/2" No. 2 Common. 20,000'		5 1/2" No. 3 Common. 75,000'	
		6 1/2" No. 3 Common. 40,000'	
		8 1/2" No. 2 C & B. 39,000'	
BIRCH		ASH	
1 1/2" 1 1/2" 1 1/2" No. 1 C & B		1 1/2" No. 2 C & B. 115,000'	
1 1/2" 1 1/2" 1 1/2" No. 2 Common		1 1/2" No. 3 Common. 75,000'	
1 1/2" 1 1/2" 1 1/2" No. 3 Common		BIRCH AND MAPLE SQUARES	
1 1/2" No. 1 & 2 Common 350,000'		1x1 18" to 18" 1 car	
6 1/2" No. 2 C & B. 130,000'		1x1 12" and 18" . . . 3 cars	
6 1/2" No. 1 C & B. 75,000'		1 1/2" 1 1/2" 12" and 48" 2 cars	
6 1/2" No. 2 Common. 60,000'			

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4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
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4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

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5 8 to 16/4 ASH

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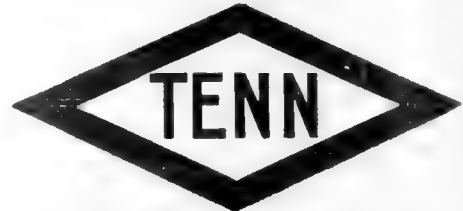


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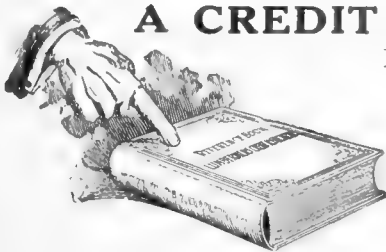
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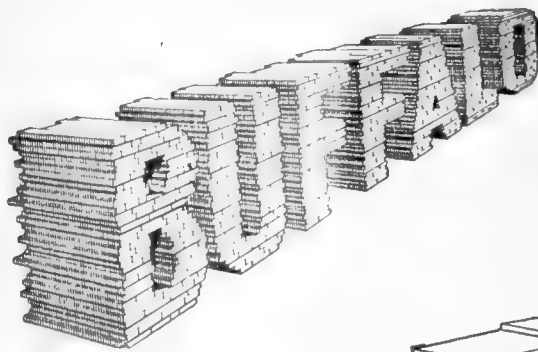
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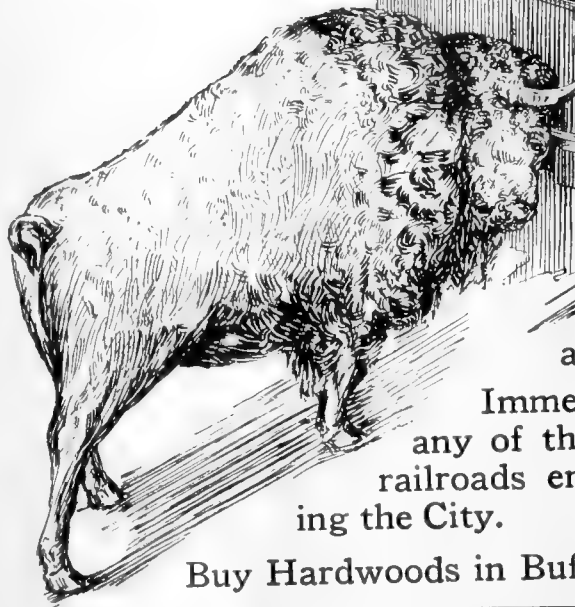
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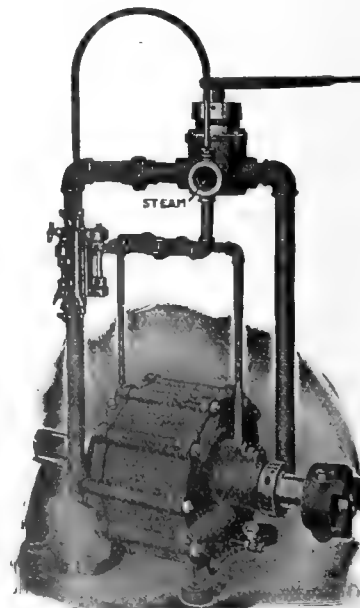
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TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WANTED

To purchase a block of Southern Hardwoods, principally Red and Sap Gum, band sawn stock preferred. Must be located on railroad, well manufactured, good widths and lengths. Advise what you have to offer, giving full description and your idea of prices. Will consider contracting for stock to be put on sticks at once, giving financial assistance to responsible parties.

Address Box 779, care Hardwood Record.

WALNUT		4 1/4" No. 2 Common.....	58,000'
4 1/4" Log Run	12,000'	8 1/4" FAS	21,000'
FIGURED RED GUM		8 1/4" No. 1 Common.....	35,000'
1 1/2" FAS	18,000'	COTTONWOOD	
5 1/4" FAS	10,000'	1 1/4" Panel, 18" up.....	31,000'
6 1/4" FAS	9,000'	4 1/4" FAS	21,000'
8 1/4" FAS	5,000'	4 1/4" Nos. 1 & 2 Common	34,000'
4 1/4" No. 1 Common.....	17,000'	CYPRESS	
5 1/4" No. 1 Common.....	8,000'	5 1/4-6 1/4" Sel. & Btr....	32,000'
6 1/4" No. 1 Common.....	7,000'	WHITE ASH	
POPLAR		16 1/4" Com. & Btr.....	25,000'
4 1/4" Panel, 18" up.....	4,000'	12 1/4-10 1/4-8 1/4" C&B....	60,000'
4 1/4" Box Boards, 17".....	27,000'	SASSAPARAS	
4 1/4" FAS	25,000'	1 1/4" Log Run	10,000'
4 1/4" Sap & Sel.....	21,000'		
4 1/4" No. 1 Common.....	55,000'		

Memphis Band Mill Co.

M—emphis believes in advertising
E—ntirely to a concentrated
M—anufacturers' list of the most
P—rominent Hardwood users.
H—er facilities for service are
I—llimitable and
S—upreme.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

SAP GUM		5 1/4" 1s & 2s, 8 mos.....	2 cars
1 1/2" 1s & 2s, 8 mos.....	2 cars	5 1/4" No. 1 Com., 6 mos., 19 cars	
1 1/2" No. 1 Com., 8 mos.....	10 cars	5 1/4" No. 1 Com., 6 mos., 4 cars	
1 1/2" No. 1 Com., 8 mos.....	5 cars	4 1/4" No. 2 Com., 8 mos.....	5 cars
1 1/2" No. 1 Com., 8 mos.....	1 car	QTD. WHITE OAK	
QUARTERED SAP GUM		4 1/4" No. 1 Com., 7 mos., 4 cars	
1 1/2" 1s & 2s, 8 mos.....	3 cars	ELM	
1 1/2" No. 1 Com., 8 mos.....	2 cars	8 1/4" Log Run, 6 mos.....	5 cars
RED GUM		10 1/4" Log Run, 5 in S.....	4 cars
1 1/2" 1s & 2s, 8 mos.....	1 car	SYCAMORE	
1 1/2" No. 1 Com., 8 mos.....	5 cars	8 1/4" Log Run, 6 mos.....	5 cars
6 1/4" No. 1 Com., 8 mos.....	3 cars	HICKBERRY	
1 1/2" 1s & 2s, 10-12", 8 mos.....	2 cars	4 1/4" Log Run, 6 mos.....	1 car
SAP GUM		POPLAR	
4 1/4" 1s & 2s, 10-12", 7 mos.....	3 cars	4 1/4" No. 1 Com., 6 mos.....	3 cars
PLAIN RED OAK		HICKORY	
4 1/4" 1s & 2s, 6 mos.....	2 cars	6 1/4" Log Run, 8 mos.....	5 cars

Dacus-Richards Hardwood Co.

QUARTERED WHITE OAK		QUARTERED RED OAK	
1 1/2" FAS	10,000'	4 1/4" FAS	40,000'
1 1/2" FAS	10,000'	1 1/4" No. 1 Common.....	17,000'
1 1/4" FAS	33,000'	PLAIN WHITE OAK	
1 1/4" FAS	10,000'	4 1/4" No. 1 Common.....	111,000'
3/8" No. 1 Common.....	11,000'	8 1/4" No. 1 Common.....	10,000'
1 1/2" No. 1 Common.....	17,000'	PLAIN RED OAK	
3/4" No. 1 Common.....	19,000'	4 1/4" FAS	22,000'
4 1/4" No. 1 Common.....	260,000'	5 1/4" FAS	21,000'
5 1/4" No. 1 Common.....	13,000'	6 1/4" FAS	2,000'
6 1/4" No. 1 Common.....	15,000'	QUARTERED RED GUM	
8 1/4" No. 1 Common.....	20,000'	8 1/4" FAS	10,000'
4 1/4x2"-3 1/4" Strips	31,000'	6 1/4" FAS, SND	18,000'
4 1/4x4-4 1/2" Strips	10,000'	8 1/4" FAS, SND.....	35,000'
1 1/4x5-5 1/2" Strips	10,000'		

Stimson Veneer & Lbr. Co. INCORPORATED

QUARTERED WHITE OAK		4 1/4" No. 2 Com. & Btr.....	5 cars
4 1/4" 1s & 2s.....	1 car	5 1/4" 1s & 2s.....	3 cars
4 1/4" No. 1 & No. 2 Com. 5 cars		6 1/4" No. 2 Com. & Btr.....	5 cars
6 1/4" No. 1 & Btr.....	1 car	QTD. RED GUM, S. N. D.	
PLAIN WHITE OAK		4 1/4" No. 1 Com. & Btr.....	5 cars
4 1/4" 1s & 2s.....	1 car	5 1/4" No. 1 Com. & Btr.....	4 cars
4 1/4" No. 1 & No. 2 Com. 2 cars		6 1/4" No. 1 Com. & Btr.....	3 cars
6 1/4" No. 1 Com. & Btr.....	1 car	8 1/4" No. 1 Common.....	5 cars
PLAIN RED OAK		PLAIN RED GUM	
3 1/4" No. 1 & No. 2 Com. 5 cars		4 1/4" No. 1 Common.....	1 car
4 1/4" 1s & 2s.....	1 car	6 1/4" No. 1 Common.....	1 car
4 1/4" No. 1 & No. 2 Com. 3 cars		QUARTERED RED GUM	
5 1/4" No. 1 Com. & Btr.....	5 cars	5 1/4" No. 1 Com. & Btr.....	2 cars
MIXED OAK		6 1/4" No. 1 Com. & Btr.....	4 cars
3 1/4" Sound Wormy.....	1 car	8 1/4" No. 1 Common.....	4 cars
4 1/4" Sound Wormy.....	3 cars	QUARTERED BLACK GUM	
PLAIN SAP GUM		8 1/4" No. 1 Com. & Btr.....	3 cars
5 1/8" 1s & 2s.....	10,000'	ASH	
5 1/8" No. 1 & No. 2 Com. 6 cars		5 1/4" No. 1 Com. & Btr.....	3 cars
3 1/4" 1s & 2s.....	1 car	8 1/4" No. 1 Com. & Btr.....	2 cars
3 1/4" No. 1 & No. 2 Com. 5 cars		12 1/4-16 1/4" No. 1 C. & B. 1 car	
4 1/4" Box Bds., 9-12".....	1 car	CYPRESS	
4 1/4" Box Bds., 13-17".....	1 car	8 1/4" No. 1 & No. 2 Com. 100,000'	

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD		8 1/4" No. 1 Com., 6 mo..	1 car
4 1/4" Com. & Btr., 6 mo..	1 car	6 1/4" Com. & Btr., 4 mo..	1 car
RED GUM		SOFT MAPLE	
5 1/8" Com. & Btr., 6 mo..	1 car	6 1/4" Log Run, 6 mo.....	1 car
4 1/4" 1s & 2s, 6 mo.....	1 car	RED OAK	
4 1/4" No. 1 Com., 6 mo.....	5 cars	4 1/4" 1s & 2s, 6 mo.....	4 cars
SAP GUM		4 1/4" No. 1 Com., 6 mo.....	5 cars
6 1/8" 1s & 2s, 4 mo.....	4 cars	5 1/4" Com. & Btr., 4 mo.....	1 car
5 1/8" No. 1 Com., 4 mo.....	2 cars	WHITE OAK	
4 1/4" 1s & 2s, 4 mo.....	1 car	4 1/4" 1s & 2s, 6 mo.....	2 cars
4 1/4" No. 1 Com., 4 mo.....	2 cars	4 1/4" No. 1 Com., 6 mo.....	5 cars
QTD. RED GUM		QTD. WHITE OAK	
8 1/4" 1s & 2s, 6 mo.....	1 car	4 1/4" Com. & Btr., 6 mo..	1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

ASH
10/4 No 1 C&B 8 mos. 1 car

COTTONWOOD
4/4 FAS. 4 mos. 5 cars
1/4 No. 1 Com. 1 mos. 10 cars
1/4 No. 2 Com. 1 mos. 2 cars
5/4 Nos. 1 & 2 C. 1 mos. 1 car

ELM
6/4 Log Run. 8 mos. 1 car
8/4 Log Run. 12 mos. 1 car
10/4 Log Run. 12 mos. 1 car

PLAIN SAP GUM
5/4 FAS. 8 mos. 5 cars
6/4 FAS. 8 mos. 1 car
6/1 No 1 Com. 8 mos. 2 cars
4/1 No. 1 Com. 8 mos. 5 cars

PLAIN RED GUM
1/4 No 1 Com. 8 mos. 2 cars
5/1 No 1 C&B. 8 mos. 2 cars
6/1 No 1 C&B. 8 mos. 2 cars

QTD. RED GUM, SND
1/4 No 1 C&B. 8 mos. 5 cars
5/4 No 1 C&B. 8 mos. 5 cars

SOFT MAPLE
10/4 Log Run. 12 mos. 2 cars

PLAIN RED OAK
5/4 FAS. 8 mos. 2 cars
5/4 No 1 Com. 8 mos. 10 cars
5/4 No 2 Com. 8 mos. 3 cars

PLAIN WHITE OAK
5/4 No 1 Com. 8 mos. 2 cars

SYCAMORE
10/1 Log Run. 12 mos. 2 cars

QUARTERED WHITE OAK
5/4 FAS. 8 mos. 2 cars
4/4 No 1 Common. 8 mos. 2 cars
5/4 No 1 Common. 8 mos. 2 cars
6/4 No 1 Common. 8 mos. 2 cars
8/4 No 1 Common. 8 mos. 2 cars

PLAIN WHITE OAK
1/4 No 1 Common. 8 mos. 2 cars
5/4 No 1 Common. 8 mos. 2 cars
6/4 No 1 Common. 8 mos. 2 cars

QUARTERED RED OAK
1/4 FAS. 8 mos. 2 cars
5/4 No 1 Common. 8 mos. 2 cars
4/4 No 2 Common. 8 mos. 2 cars

PLAIN RED OAK
4/4 FAS. 8 mos. 2 cars
5/4 FAS. 8 mos. 2 cars
8/4 FAS. 8 mos. 2 cars

PLAIN WHITE OAK
5/4 No 1 Common. 8 mos. 2 cars
6/4 No 1 Common. 8 mos. 2 cars
8/4 No 1 Common. 8 mos. 2 cars

OAK
1/1 Sound Wormy. 200,000
5/4 Sound Wormy. 100,000

QUARTERED RED GUM
1/4 Com. & Btr. 100,000
5/4 Com. & Btr. 100,000

QTD. RED GUM (S. N. D.)
1/4 Com. & Btr. 100,000
5/4 Com. & Btr. 100,000
8/4 Com. & Btr. 100,000

PLAIN SAP GUM
1/4 FAS. 8 mos. 2 cars
5/4 FAS. 8 mos. 2 cars
8/4 FAS. 8 mos. 2 cars

ELM
1/4 No 2 Com. & Btr. 12,000
5/4 No 2 Com. & Btr. 30,000
12/4 No 2 Com. & Btr. 60,000

OAK
1/4 No 2 Com. & Btr. 65,000

Johnson Bros. Hardwood Co.

ASH
4/4-12/4 No 2 C. & B. 2 cars
COTTONWOOD
4/1 6" & Wdr. 16,000
QUARTERED RED GUM
6/4 No 1 Common. 18,000
QUARTERED SAP GUM
5/4 FAS. 11,000
8/4 No 1 Common. 16,000
PLAIN SAP GUM
5/4 FAS. 9,000
4/4 No 1 Common. 63,000
5/4 No 1 Common. 28,000
PLAIN RED OAK
8/4 FAS. 4,000
10/4 FAS. 12,400
4/1 No 1 Common. 10,200
5/4 No 1 Common. 6,000
6/4 No 1 Common. 15,100
8/4 No 1 Common. 16,700

10/4 No 1 Common. 29,200
4/4 Sound Wormy. 11,000
8/4 Sound Wormy. 32,700
4/4 No 2 Common. 50,000
5/4 No 2 Common. 13,500
6/1 No 2 Common. 20,200
8/4 No 2 Common. 16,700
10/4 No 2 Common. 6,000
QUARTERED WHITE OAK
4/4 FAS. 10,100
5/4 FAS. 2,500
6/1 FAS. 4,500
4/4 No 2 Common. 5,700
4/4 No 2 Common. 29,000
5/4 No 2 Common. 5,500
6/4 No 2 Common. 8,000
POPLAR
4/4 No 1 Common. 60,000
8/4 No 1 Common. 15,500
4/4 No 2 Common. 35,000

Goodlander Robertson Lbr. Co.

Regular Widths and Lengths
COTTONWOOD
4/4 FAS. 40,000
4/4 No 1 Common. 14,000
4/4 No 2 Common. 20,000
CYPRESS
4/4 Shop & Btr. 17,000
4/4 Nos. 1 & 2 Com. 25,000
ELM
4/4-12/4 No 2 C. & B. 80,000
PLAIN RED GUM
4/4 FAS. 50,000
3/4 No 1 Common. 70,000
4/4 No 2 Common. 20,000
PLAIN WHITE OAK
5/8 FAS. 30,000
5/8 No 1 Common. 50,000
5/8 No 2 Common. 25,000
4/4 FAS. 18,000
1/4 No 1 Common. 10,000
4/4 No 2 Common. 5,000
6/4 No 1 Common. 18,000

QUARTERED WHITE OAK
5/8 FAS. 30,000
5/8 No 1 Common. 30,000
1/1 FAS. 70,000
1/4 No 1 Common. 25,000
1/4 No 2 Common. 120,000
5/4 FAS. 50,000
5/4 No 1 Common. 80,000
5/4 No 2 Common. 30,000
6/4 FAS. 40,000
6/4 No 2 Common. 25,000
8/4 FAS. 30,000
8/4 No 1 Common. 20,000
PLAIN RED OAK
4/4 FAS. 80,000
4/4 No 1 Common. 200,000
4/4 No 2 Common. 100,000
5/4 FAS. 50,000
5/4 No 1 Common. 40,000
6/4 FAS. 30,000
6/4 No 1 Common. 20,000

Dickson & Lambert Lumber Co.

QTD. RED GUM, SND
5/4 Com. & Btr. 50,000
6/4 Com. & Btr. 15,000

PLAIN SAP GUM
1/4 No 1 Com. & Sel. 75,000
1/4 No 2 Common. 75,000
4/4 No 3 Common. 100,000
5/4 Com. & Btr. 100,000
6/4 1s & 2s. 50,000
5/4 No 2 Common. 50,000
5/4 No 3 Common. 50,000
6/4 No 3 Common. 100,000

PLAIN RED GUM
4/4 No 1 Com. & Sel. 100,000
4/4 No 2 Common. 100,000
5/4 No 1 Com. & Sel. 100,000
5/4 No 2 Common. 100,000

6/4 No 1 Com. & Sel. 50,000
6/4 No 2 Common. 100,000

QUARTERED RED GUM
4/4 Com. & Btr. 15,000
4/4 No 1 Com. & Sel. 100,000
5/4 No 1 Com. & Sel. 50,000
6/1 Com. & Btr. 100,000
8/4 No 1 Com. & Sel. 100,000

PLAIN WHITE OAK
4/4 No 1 Com. & Sel. 100,000
1/4 No 2 Common. 100,000

QUARTERED WHITE OAK
4/4 No 1 Com. & Sel. 100,000
1/4 No 2 Common. 50,000

ELM
5/4 Log Run. 100,000
8/4 Log Run. 100,000
10/4 Log Run. 25,000

Geo. C. Brown & Co.

GAYOSO LUMBER CO.

Specializing in

KILN DRIED
HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

DRY CYPRESS

4/4 to 12/4, All Grades

ONE MILLION FEET READY FOR
SHIPMENT

Send for Special Cypress Stock List

Tustin Hardwood Lbr. Co.

HARDWOODS

MEMPHIS

WHITE ASH

10 1/2" No. 1 Common	20,000'
12 1/2" No. 1 Common	20,000'
14 1/2" No. 1 Common	20,000'
16 1/2" No. 1 Common	20,000'
18 1/2" No. 1 Common	20,000'
20 1/2" No. 1 Common	20,000'
22 1/2" No. 1 Common	20,000'
24 1/2" No. 1 Common	20,000'
26 1/2" No. 1 Common	20,000'
28 1/2" No. 1 Common	20,000'
30 1/2" No. 1 Common	20,000'
32 1/2" No. 1 Common	20,000'
34 1/2" No. 1 Common	20,000'
36 1/2" No. 1 Common	20,000'
38 1/2" No. 1 Common	20,000'
40 1/2" No. 1 Common	20,000'
42 1/2" No. 1 Common	20,000'
44 1/2" No. 1 Common	20,000'
46 1/2" No. 1 Common	20,000'
48 1/2" No. 1 Common	20,000'
50 1/2" No. 1 Common	20,000'
52 1/2" No. 1 Common	20,000'
54 1/2" No. 1 Common	20,000'
56 1/2" No. 1 Common	20,000'
58 1/2" No. 1 Common	20,000'
60 1/2" No. 1 Common	20,000'
62 1/2" No. 1 Common	20,000'
64 1/2" No. 1 Common	20,000'
66 1/2" No. 1 Common	20,000'
68 1/2" No. 1 Common	20,000'
70 1/2" No. 1 Common	20,000'
72 1/2" No. 1 Common	20,000'
74 1/2" No. 1 Common	20,000'
76 1/2" No. 1 Common	20,000'
78 1/2" No. 1 Common	20,000'
80 1/2" No. 1 Common	20,000'
82 1/2" No. 1 Common	20,000'
84 1/2" No. 1 Common	20,000'
86 1/2" No. 1 Common	20,000'
88 1/2" No. 1 Common	20,000'
90 1/2" No. 1 Common	20,000'
92 1/2" No. 1 Common	20,000'
94 1/2" No. 1 Common	20,000'
96 1/2" No. 1 Common	20,000'
98 1/2" No. 1 Common	20,000'
100 1/2" No. 1 Common	20,000'

WHITE ASH

10 1/2" No. 1 Common	20,000'
12 1/2" No. 1 Common	20,000'
14 1/2" No. 1 Common	20,000'
16 1/2" No. 1 Common	20,000'
18 1/2" No. 1 Common	20,000'
20 1/2" No. 1 Common	20,000'
22 1/2" No. 1 Common	20,000'
24 1/2" No. 1 Common	20,000'
26 1/2" No. 1 Common	20,000'
28 1/2" No. 1 Common	20,000'
30 1/2" No. 1 Common	20,000'
32 1/2" No. 1 Common	20,000'
34 1/2" No. 1 Common	20,000'
36 1/2" No. 1 Common	20,000'
38 1/2" No. 1 Common	20,000'
40 1/2" No. 1 Common	20,000'
42 1/2" No. 1 Common	20,000'
44 1/2" No. 1 Common	20,000'
46 1/2" No. 1 Common	20,000'
48 1/2" No. 1 Common	20,000'
50 1/2" No. 1 Common	20,000'
52 1/2" No. 1 Common	20,000'
54 1/2" No. 1 Common	20,000'
56 1/2" No. 1 Common	20,000'
58 1/2" No. 1 Common	20,000'
60 1/2" No. 1 Common	20,000'
62 1/2" No. 1 Common	20,000'
64 1/2" No. 1 Common	20,000'
66 1/2" No. 1 Common	20,000'
68 1/2" No. 1 Common	20,000'
70 1/2" No. 1 Common	20,000'
72 1/2" No. 1 Common	20,000'
74 1/2" No. 1 Common	20,000'
76 1/2" No. 1 Common	20,000'
78 1/2" No. 1 Common	20,000'
80 1/2" No. 1 Common	20,000'
82 1/2" No. 1 Common	20,000'
84 1/2" No. 1 Common	20,000'
86 1/2" No. 1 Common	20,000'
88 1/2" No. 1 Common	20,000'
90 1/2" No. 1 Common	20,000'
92 1/2" No. 1 Common	20,000'
94 1/2" No. 1 Common	20,000'
96 1/2" No. 1 Common	20,000'
98 1/2" No. 1 Common	20,000'
100 1/2" No. 1 Common	20,000'

Thompson-Katz Lumber Co. John M. Woods Lumber Co.

8 1/2" FAS	15,000'
10 1/2" FAS	15,000'
12 1/2" FAS	15,000'
14 1/2" FAS	15,000'
16 1/2" FAS	15,000'
18 1/2" FAS	15,000'
20 1/2" FAS	15,000'
22 1/2" FAS	15,000'
24 1/2" FAS	15,000'
26 1/2" FAS	15,000'
28 1/2" FAS	15,000'
30 1/2" FAS	15,000'
32 1/2" FAS	15,000'
34 1/2" FAS	15,000'
36 1/2" FAS	15,000'
38 1/2" FAS	15,000'
40 1/2" FAS	15,000'
42 1/2" FAS	15,000'
44 1/2" FAS	15,000'
46 1/2" FAS	15,000'
48 1/2" FAS	15,000'
50 1/2" FAS	15,000'
52 1/2" FAS	15,000'
54 1/2" FAS	15,000'
56 1/2" FAS	15,000'
58 1/2" FAS	15,000'
60 1/2" FAS	15,000'
62 1/2" FAS	15,000'
64 1/2" FAS	15,000'
66 1/2" FAS	15,000'
68 1/2" FAS	15,000'
70 1/2" FAS	15,000'
72 1/2" FAS	15,000'
74 1/2" FAS	15,000'
76 1/2" FAS	15,000'
78 1/2" FAS	15,000'
80 1/2" FAS	15,000'
82 1/2" FAS	15,000'
84 1/2" FAS	15,000'
86 1/2" FAS	15,000'
88 1/2" FAS	15,000'
90 1/2" FAS	15,000'
92 1/2" FAS	15,000'
94 1/2" FAS	15,000'
96 1/2" FAS	15,000'
98 1/2" FAS	15,000'
100 1/2" FAS	15,000'

White Ash Our Specialty
John M. Woods Lumber Co.

We Specialize in Mixed Car Oak
Round Widths and Lengths

QUARTERED WHITE OAK	PLAIN RED OAK
1 1/2" FAS	1 1/2" FAS
1 1/2" No. 1 Common	1 1/2" No. 1 Common
1 1/2" No. 2 Common	1 1/2" No. 2 Common
1 1/2" No. 3 Common	1 1/2" No. 3 Common
1 1/2" No. 4 Common	1 1/2" No. 4 Common
1 1/2" No. 5 Common	1 1/2" No. 5 Common
1 1/2" No. 6 Common	1 1/2" No. 6 Common
1 1/2" No. 7 Common	1 1/2" No. 7 Common
1 1/2" No. 8 Common	1 1/2" No. 8 Common
1 1/2" No. 9 Common	1 1/2" No. 9 Common
1 1/2" No. 10 Common	1 1/2" No. 10 Common
1 1/2" No. 11 Common	1 1/2" No. 11 Common
1 1/2" No. 12 Common	1 1/2" No. 12 Common
1 1/2" No. 13 Common	1 1/2" No. 13 Common
1 1/2" No. 14 Common	1 1/2" No. 14 Common
1 1/2" No. 15 Common	1 1/2" No. 15 Common
1 1/2" No. 16 Common	1 1/2" No. 16 Common
1 1/2" No. 17 Common	1 1/2" No. 17 Common
1 1/2" No. 18 Common	1 1/2" No. 18 Common
1 1/2" No. 19 Common	1 1/2" No. 19 Common
1 1/2" No. 20 Common	1 1/2" No. 20 Common
1 1/2" No. 21 Common	1 1/2" No. 21 Common
1 1/2" No. 22 Common	1 1/2" No. 22 Common
1 1/2" No. 23 Common	1 1/2" No. 23 Common
1 1/2" No. 24 Common	1 1/2" No. 24 Common
1 1/2" No. 25 Common	1 1/2" No. 25 Common
1 1/2" No. 26 Common	1 1/2" No. 26 Common
1 1/2" No. 27 Common	1 1/2" No. 27 Common
1 1/2" No. 28 Common	1 1/2" No. 28 Common
1 1/2" No. 29 Common	1 1/2" No. 29 Common
1 1/2" No. 30 Common	1 1/2" No. 30 Common
1 1/2" No. 31 Common	1 1/2" No. 31 Common
1 1/2" No. 32 Common	1 1/2" No. 32 Common
1 1/2" No. 33 Common	1 1/2" No. 33 Common
1 1/2" No. 34 Common	1 1/2" No. 34 Common
1 1/2" No. 35 Common	1 1/2" No. 35 Common
1 1/2" No. 36 Common	1 1/2" No. 36 Common
1 1/2" No. 37 Common	1 1/2" No. 37 Common
1 1/2" No. 38 Common	1 1/2" No. 38 Common
1 1/2" No. 39 Common	1 1/2" No. 39 Common
1 1/2" No. 40 Common	1 1/2" No. 40 Common
1 1/2" No. 41 Common	1 1/2" No. 41 Common
1 1/2" No. 42 Common	1 1/2" No. 42 Common
1 1/2" No. 43 Common	1 1/2" No. 43 Common
1 1/2" No. 44 Common	1 1/2" No. 44 Common
1 1/2" No. 45 Common	1 1/2" No. 45 Common
1 1/2" No. 46 Common	1 1/2" No. 46 Common
1 1/2" No. 47 Common	1 1/2" No. 47 Common
1 1/2" No. 48 Common	1 1/2" No. 48 Common
1 1/2" No. 49 Common	1 1/2" No. 49 Common
1 1/2" No. 50 Common	1 1/2" No. 50 Common

Welsh Lumber Company

Ferguson & Palmer Company

MILL AT
BYNG, MISS.

F. W. DUGAN
J. R. COLLINS

DUGAN LUMBER COMPANY

Manufacturers and Shippers
Domestic and Export
Hardwood Lumber

QUALITY
GOLDEN RULE
SERVICE
Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

C. B. COLBORN SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL
Standard sizes on hand for prompt shipment. Special items
cut to order.

438 RANDOLPH BUILDING

ASH	6 1/2" No. 1 Common	10,000'
16 1/2" Log Run	8 1/2" No. 1 Common	100,000'
CYPRESS	8 1/2" Com. & Btr.	300,000'
4 1/4-8 1/2" Mill Run	SOFT MAPLE	
COTTONWOOD	(Spot Worms No Defect)	
4 1/4-5 1/4-6 1/4" Log Run	4 1/4-13 1/4" Log Run	1,125,000'
ELM	QUARTERED WHITE OAK	
1 1/2-12 1/2" Log Run	5 1/4" FAS	4,000'
SAP GUM	4 1/4" No. 1 Common	140,000'
5 8-8 1/4" L. Run	4 1/4" No. 2 Common	60,000'
PLAIN RED GUM	QUARTERED RED OAK	
5 1/4" FAS	4 1/4" No. 1 Common	11,000'
1 1/2" FAS	PLAIN WHITE OAK	
8 1/4" FAS	5 1/4" FAS	32,000'
4 1/4" No. 1 Common	8 1/4" FAS	1,000'
5 1/4" No. 1 Common	1 1/4" No. 1 Common	60,000'
6 1/2" No. 1 Common	5 1/4" No. 1 Common	25,000'
8 1/4" No. 1 Common	8 1/4" No. 1 Common	15,000'
1 1/4" No. 2 Common	4 1/4" No. 2 Common	60,000'
12 ARBOLD Red Oak	PLAIN RED OAK	
8 1/4" FAS	4 1/4-8 1/4" Log Run	2,000'
1 1/2" FAS	SYCAMORE	
1 1/2" No. 1 Common	4 1/4" Log Run	30,000'
5 1/4" No. 1 Common		

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

Specializing in
Quartered Red Gum
SAP NO DEFECT

Regular Widths and Lengths

QUARTERED WHITE OAK	1/4" No. 1 Com. & Btr. 10 mos.	1/4" Sound Wormy 10 mos.
5/8" FAS. 6" x 8" 8 mos.	QUARTERED RED GUM	
5/8" No. 1 Com. & Btr. 8 mos.	1/4" FAS. 8 mos.	
6/1" FAS. 8 mos.	5/8" FAS. 8 mos.	
6/1" No. 1 Com. & Btr. 8 mos.	6/1" FAS. 8 mos.	
PLAIN WHITE OAK	8/4" FAS. 8 mos.	
4/4" No. 1 Com. & Btr. 8 mos.	1/4" No. 1 Common 8 mos.	
4/4" No. 2 Com. & Btr. 8 mos.	5/8" No. 1 Common 8 mos.	
QUARTERED RED OAK	6/1" No. 1 Common 8 mos.	
4/4" FAS. 10" x 11" 8 mos.	8/4" No. 1 Common 8 mos.	
5/8" No. 1 Com. & Btr. 8 mos.	QTD. RED GUM, S&D	
PLAIN RED OAK	1/4" FAS. 10 mos.	
4/4" No. 1 Com. & Btr. 10 mos.	5/8" FAS. 10 mos.	
4/4" No. 2 Com. & Btr. 10 mos.	6/1" FAS. 10 mos.	
	12/4" FAS. 8 mos.	

The Mossman Lumber Co., Inc.

ASH	1/4" No. 1 & 2 Com. 1200'	QUARTERED SAP GUM	1/4" No. 1 Common 30,000'
COTTONWOOD	1/4" L. R. 6 mos. dry 100,000'	5/8" No. 1 Com. & Btr. 45,000'	
4/4" No. 1 Shop & Btr. 50,000'		8/4" No. 1 Com. & Btr. 100,000'	
6/1" No. 1 Shop & Btr. 50,000'		QUARTERED RED GUM	1/4" No. 1 Common 35,000'
ELM		5/8" No. 1 Common 20,000'	
1/4" Log Run 12,000'		8/4" No. 1 Common 30,000'	
8/1" Log Run 16,000'		SOFT MAPLE	1/4" Log Run 30,000'
10/1" Log Run 23,000'		12/1" Log Run 70,000'	
PLAIN RED GUM	3/4" No. 1 Com. & Btr. 15,000'	QUARTERED RED OAK	1/4" No. 1 Common 25,000'
4/4" No. 1 Com. & Btr. 5,000'		QUARTERED WHITE OAK	1/4" No. 1 Common 70,000'
PLAIN SAP GUM	1/4" No. 2 Common 15,000'	1/4" No. 2 Common 15,000'	
4/4" 1s & 2s 10,000'		1/4" 1s & 2s 15,000'	
4/4" No. 1 Common 15,000'		1/4" No. 1 Common 100,000'	
4/4" No. 2 Common 75,000'		5/8" No. 1 Common 60,000'	
4/4" No. 3 Common 50,000'			
4/4" Log Run 150,000'			

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

SERVICE

BASED ON PERSONAL ATTENTION

Having been associated with all phases of southern hardwood production and handling for many years, I am pleased to offer to careful buyers a personal service of unique and distinctive character. Address your inquiries to me personally.

D. S. WATROUS

805-6 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	1/4" No. 1 Com. & Btr. 20,000'	QUARTERED RED GUM	1/4" No. 1 Com. & Btr. 30,000'
5/8" 1s & 2s 16,000'	5/8" No. 1 Common 60,000'	5/8" No. 1 Com. & Btr. 150,000'	
5/8" No. 1 Com. & Btr. 50,000'			
6/1" 1s & 2s 12,000'		QTD. RED GUM, S. N. D.	
6/1" No. 1 Common 60,000'		1/4" No. 1 Com. & Btr. 20,000'	
PLAIN WHITE OAK	1/4" No. 1 Com. & Btr. 55,000'	5/8" No. 1 Com. & Btr. 60,000'	
1/4" No. 2 Com. & Btr. 100,000'		6/3" No. 1 Com. & Btr. 32,000'	
PLAIN RED OAK		12/4" No. 1 Com. & Btr. 90,000'	
1/4" 1s & 2s 9,000'		16/1" No. 1 Com. & Btr. 30,000'	
1/4" No. 1 Common 75,000'		PLAIN SAP GUM	
1/4" No. 2 Common 10,000'		1/4" 1s & 2s, 13" & wh 15,000'	
1/4" No. 3 Common 15,000'		1/4" No. 1 Common 50,000'	
		1/4" Box Boards, 13-17" 45,000'	
		8/4" No. 1 Com. & Btr. 150,000'	

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.

Sales Office: MEMPHIS, TENN.

COTTONWOOD	1/4" No. 1 Com. & Btr. 17,000'	ASH	1/4" No. 1 Com. & Btr. 50,000'
5/8" No. 1 Com. & Btr. 17,000'		1/4" No. 2 Com. & Btr. 50,000'	
1/4" No. 1 Com. & Btr. 17,000'		5/8" No. 1 Com. & Btr. 100,000'	
1/4" No. 2 Com. & Btr. 17,000'		1/4" No. 1 Com. & Btr. 100,000'	
1/4" No. 3 Com. & Btr. 17,000'		1/4" No. 2 Com. & Btr. 100,000'	
1/4" No. 4 Com. & Btr. 17,000'		1/4" No. 3 Com. & Btr. 100,000'	
1/4" No. 5 Com. & Btr. 17,000'		1/4" No. 4 Com. & Btr. 100,000'	
1/4" No. 6 Com. & Btr. 17,000'		1/4" No. 5 Com. & Btr. 100,000'	
1/4" No. 7 Com. & Btr. 17,000'		1/4" No. 6 Com. & Btr. 100,000'	
1/4" No. 8 Com. & Btr. 17,000'		1/4" No. 7 Com. & Btr. 100,000'	
1/4" No. 9 Com. & Btr. 17,000'		1/4" No. 8 Com. & Btr. 100,000'	
1/4" No. 10 Com. & Btr. 17,000'		1/4" No. 9 Com. & Btr. 100,000'	
1/4" No. 11 Com. & Btr. 17,000'		1/4" No. 10 Com. & Btr. 100,000'	
1/4" No. 12 Com. & Btr. 17,000'		1/4" No. 11 Com. & Btr. 100,000'	
1/4" No. 13 Com. & Btr. 17,000'		1/4" No. 12 Com. & Btr. 100,000'	
1/4" No. 14 Com. & Btr. 17,000'		1/4" No. 13 Com. & Btr. 100,000'	
1/4" No. 15 Com. & Btr. 17,000'		1/4" No. 14 Com. & Btr. 100,000'	
1/4" No. 16 Com. & Btr. 17,000'		1/4" No. 15 Com. & Btr. 100,000'	
1/4" No. 17 Com. & Btr. 17,000'		1/4" No. 16 Com. & Btr. 100,000'	
1/4" No. 18 Com. & Btr. 17,000'		1/4" No. 17 Com. & Btr. 100,000'	
1/4" No. 19 Com. & Btr. 17,000'		1/4" No. 18 Com. & Btr. 100,000'	
1/4" No. 20 Com. & Btr. 17,000'		1/4" No. 19 Com. & Btr. 100,000'	
1/4" No. 21 Com. & Btr. 17,000'		1/4" No. 20 Com. & Btr. 100,000'	
1/4" No. 22 Com. & Btr. 17,000'		1/4" No. 21 Com. & Btr. 100,000'	
1/4" No. 23 Com. & Btr. 17,000'		1/4" No. 22 Com. & Btr. 100,000'	
1/4" No. 24 Com. & Btr. 17,000'		1/4" No. 23 Com. & Btr. 100,000'	
1/4" No. 25 Com. & Btr. 17,000'		1/4" No. 24 Com. & Btr. 100,000'	
1/4" No. 26 Com. & Btr. 17,000'		1/4" No. 25 Com. & Btr. 100,000'	
1/4" No. 27 Com. & Btr. 17,000'		1/4" No. 26 Com. & Btr. 100,000'	
1/4" No. 28 Com. & Btr. 17,000'		1/4" No. 27 Com. & Btr. 100,000'	
1/4" No. 29 Com. & Btr. 17,000'		1/4" No. 28 Com. & Btr. 100,000'	
1/4" No. 30 Com. & Btr. 17,000'		1/4" No. 29 Com. & Btr. 100,000'	
1/4" No. 31 Com. & Btr. 17,000'		1/4" No. 30 Com. & Btr. 100,000'	
1/4" No. 32 Com. & Btr. 17,000'		1/4" No. 31 Com. & Btr. 100,000'	
1/4" No. 33 Com. & Btr. 17,000'		1/4" No. 32 Com. & Btr. 100,000'	
1/4" No. 34 Com. & Btr. 17,000'		1/4" No. 33 Com. & Btr. 100,000'	
1/4" No. 35 Com. & Btr. 17,000'		1/4" No. 34 Com. & Btr. 100,000'	
1/4" No. 36 Com. & Btr. 17,000'		1/4" No. 35 Com. & Btr. 100,000'	
1/4" No. 37 Com. & Btr. 17,000'		1/4" No. 36 Com. & Btr. 100,000'	
1/4" No. 38 Com. & Btr. 17,000'		1/4" No. 37 Com. & Btr. 100,000'	
1/4" No. 39 Com. & Btr. 17,000'		1/4" No. 38 Com. & Btr. 100,000'	
1/4" No. 40 Com. & Btr. 17,000'		1/4" No. 39 Com. & Btr. 100,000'	
1/4" No. 41 Com. & Btr. 17,000'		1/4" No. 40 Com. & Btr. 100,000'	
1/4" No. 42 Com. & Btr. 17,000'		1/4" No. 41 Com. & Btr. 100,000'	
1/4" No. 43 Com. & Btr. 17,000'		1/4" No. 42 Com. & Btr. 100,000'	
1/4" No. 44 Com. & Btr. 17,000'		1/4" No. 43 Com. & Btr. 100,000'	
1/4" No. 45 Com. & Btr. 17,000'		1/4" No. 44 Com. & Btr. 100,000'	
1/4" No. 46 Com. & Btr. 17,000'		1/4" No. 45 Com. & Btr. 100,000'	
1/4" No. 47 Com. & Btr. 17,000'		1/4" No. 46 Com. & Btr. 100,000'	
1/4" No. 48 Com. & Btr. 17,000'		1/4" No. 47 Com. & Btr. 100,000'	
1/4" No. 49 Com. & Btr. 17,000'		1/4" No. 48 Com. & Btr. 100,000'	
1/4" No. 50 Com. & Btr. 17,000'		1/4" No. 49 Com. & Btr. 100,000'	
1/4" No. 51 Com. & Btr. 17,000'		1/4" No. 50 Com. & Btr. 100,000'	
1/4" No. 52 Com. & Btr. 17,000'		1/4" No. 51 Com. & Btr. 100,000'	
1/4" No. 53 Com. & Btr. 17,000'		1/4" No. 52 Com. & Btr. 100,000'	
1/4" No. 54 Com. & Btr. 17,000'		1/4" No. 53 Com. & Btr. 100,000'	
1/4" No. 55 Com. & Btr. 17,000'		1/4" No. 54 Com. & Btr. 100,000'	
1/4" No. 56 Com. & Btr. 17,000'		1/4" No. 55 Com. & Btr. 100,000'	
1/4" No. 57 Com. & Btr. 17,000'		1/4" No. 56 Com. & Btr. 100,000'	
1/4" No. 58 Com. & Btr. 17,000'		1/4" No. 57 Com. & Btr. 100,000'	
1/4" No. 59 Com. & Btr. 17,000'		1/4" No. 58 Com. & Btr. 100,000'	
1/4" No. 60 Com. & Btr. 17,000'		1/4" No. 59 Com. & Btr. 100,000'	
1/4" No. 61 Com. & Btr. 17,000'		1/4" No. 60 Com. & Btr. 100,000'	
1/4" No. 62 Com. & Btr. 17,000'		1/4" No. 61 Com. & Btr. 100,000'	
1/4" No. 63 Com. & Btr. 17,000'		1/4" No. 62 Com. & Btr. 100,000'	
1/4" No. 64 Com. & Btr. 17,000'		1/4" No. 63 Com. & Btr. 100,000'	
1/4" No. 65 Com. & Btr. 17,000'		1/4" No. 64 Com. & Btr. 100,000'	
1/4" No. 66 Com. & Btr. 17,000'		1/4" No. 65 Com. & Btr. 100,000'	
1/4" No. 67 Com. & Btr. 17,000'		1/4" No. 66 Com. & Btr. 100,000'	
1/4" No. 68 Com. & Btr. 17,000'		1/4" No. 67 Com. & Btr. 100,000'	
1/4" No. 69 Com. & Btr. 17,000'		1/4" No. 68 Com. & Btr. 100,000'	
1/4" No. 70 Com. & Btr. 17,000'		1/4" No. 69 Com. & Btr. 100,000'	
1/4" No. 71 Com. & Btr. 17,000'		1/4" No. 70 Com. & Btr. 100,000'	
1/4" No. 72 Com. & Btr. 17,000'		1/4" No. 71 Com. & Btr. 100,000'	
1/4" No. 73 Com. & Btr. 17,000'		1/4" No. 72 Com. & Btr. 100,000'	
1/4" No. 74 Com. & Btr. 17,000'		1/4" No. 73 Com. & Btr. 100,000'	
1/4" No. 75 Com. & Btr. 17,000'		1/4" No. 74 Com. & Btr. 100,000'	
1/4" No. 76 Com. & Btr. 17,000'		1/4" No. 75 Com. & Btr. 100,000'	
1/4" No. 77 Com. & Btr. 17,000'		1/4" No. 76 Com. & Btr. 100,000'	
1/4" No. 78 Com. & Btr. 17,000'		1/4" No. 77 Com. & Btr. 100,000'	
1/4" No. 79 Com. & Btr. 17,000'		1/4" No. 78 Com. & Btr. 100,000'	
1/4" No. 80 Com. & Btr. 17,000'		1/4" No. 79 Com. & Btr. 100,000'	
1/4" No. 81 Com. & Btr. 17,000'		1/4" No. 80 Com. & Btr. 100,000'	
1/4" No. 82 Com. & Btr. 17,000'		1/4" No. 81 Com. & Btr. 100,000'	
1/4" No. 83 Com. & Btr. 17,000'		1/4" No. 82 Com. & Btr. 100,000'	
1/4" No. 84 Com. & Btr. 17,000'		1/4" No. 83 Com. & Btr. 100,000'	
1/4" No. 85 Com. & Btr. 17,000'		1/4" No. 84 Com. & Btr. 100,000'	
1/4" No. 86 Com. & Btr. 17,000'		1/4" No. 85 Com. & Btr. 100,000'	
1/4" No. 87 Com. & Btr. 17,000'		1/4" No. 86 Com. & Btr. 100,000'	
1/4" No. 88 Com. & Btr. 17,000'		1/4" No. 87 Com. & Btr. 100,000'	
1/4" No. 89 Com. & Btr. 17,000'		1/4" No. 88 Com. & Btr. 100,000'	
1/4" No. 90 Com. & Btr. 17,000'		1/4" No. 89 Com. & Btr. 100,000'	
1/4" No. 91 Com. & Btr. 17,000'		1/4" No. 90 Com. & Btr. 100,000'	
1/4" No. 92 Com. & Btr. 17,000'		1/4" No. 91 Com. & Btr. 100,000'	
1/4" No. 93 Com. & Btr. 17,000'		1/4" No. 92 Com. & Btr. 100,000'	
1/4" No. 94 Com. & Btr. 17,000'		1/4" No. 93 Com. & Btr. 100,000'	
1/4" No. 95 Com. & Btr. 17,000'		1/4" No. 94 Com. & Btr. 100,000'	
1/4" No. 96 Com. & Btr. 17,000'		1/4" No. 95 Com. & Btr. 100,000'	
1/4" No. 97 Com. & Btr. 17,000'		1/4" No. 96 Com. & Btr. 100,000'	
1/4" No. 98 Com. & Btr. 17,000'		1/4" No. 97 Com. & Btr. 100,000'	
1/4" No. 99 Com. & Btr. 17,000'		1/4" No. 98 Com. & Btr. 100,000'	
1/4" No. 100 Com. & Btr. 17,000'		1/4" No. 99 Com. & Btr. 100,000'	

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

WHITE ASH	1/4" No. 1 Common 30,000'	3/4" No. 1 Common 50,000'
5/8" No. 1 Com. & Btr. 15,000'	1/4" No. 2 Common 100,000'	5/8" 1s & 2s 50,000'
COTTONWOOD	1/4" No. 2 Common 100,000'	5/8" No. 1 Common 100,000'
1/4" Box Boards, 13-17" 50,000'	6/1" 1s & 2s 30,000'	6/1" No. 1 Common 100,000'
1/4" Box Boards, 9-12" 50,000'	6/1" No. 2 Common 50,000'	QUARTERED SAP GUM
1/4" 1s & 2s 50,000'	1/4" No. 1 Com. & Btr. 50,000'	6/1" No. 1 Com. & Btr. 100,000'
1/4" No. 1 Common 100,000'	1/4" No. 2 Com. & Btr. 20,000'	HAUCKBERRY
1/4" No. 2 Common 100,000'	5/8" 1s & 2s 15,000'	1/4" Log Run 50,000'
1/4" No. 3 Common 20,000'	5/8" No. 1 Common 75,000'	LOUST
1/4" 1s & 2s 15,000'	CYPRESS	1/4" Log Run 30,000'
1/4" No. 1 Common 20,000'	1/4" No. 1 Common 20,000'	MAPLE
5/8" No. 1 Common 16,000'	5/8" No. 1 Common 16,000'	6/1" Log Run 15,000'
8/1" No. 1 Common 5,000'	8/1" No. 1 Common 5,000'	PECAN
ELM	6/4" No. 2 Common 38,000'	8/1" Log Run 50,000'
6/4" No. 3 Common 49,000'	6/4" No. 3 Common 49,000'	SYCAMORE
PLAIN RED GUM	1/4" No. 1 Com. & Btr. 12,000'	1/4" Log Run 60,000'
5/8" No. 1 Common 50,000'	5/8" No. 1 Common 50,000'	QUARTERED RED GUM
PLAIN SAP GUM	1/4" No. 1 Com. & Btr. 10,000'	6/1" No. 1 Com. & Btr. 30,000'
3/4" 1s & 2s 50,000'	8/4" No. 1 Com. & Btr. 30,000'	

Mark H. Brown Lumber Co.

WHITE ASH	4/4" FAS. 6-9" 8-10' 1 car	5/8" Sound Wormy 1 car
4/4" FAS. 6-9" 8-10' 1 car	4/4" FAS. 6-9" 8-10' 1 car	1/4" No. 2 Common 3 cars</

Bigelow
HARDWOOD PRODUCTS

The Brand of Quality

25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN

THE C. C. COLLINS LUMBER CO.

who operate modern mills at
RHINELANDER, WIS.

and can give you quick shipments in
straight or mixed carloads of all grades
and thicknesses, offer the following:

ALL WIDTHS AND LENGTHS TWELVE MONTHS DRY

BIRCH		
4/4" FAS	L. C. L.	4/4" No. 3 150,000'
1 1/4" No. 1 Common	100,000'	5/4" No. 2 Com. & Btr. 200,000'
1 1/4" No. 2 Common	150,000'	5/4" No. 3 Common 100,000'
4/4" No. 3 Common	100,000'	
SOFT MAPLE		
5/4" FAS	L. C. L.	4/4" No. 2 Com. & Btr. 30,000'
5/4" No. 1 Common	100,000'	
5/4" No. 2 Common	150,000'	BASSWOOD
5/4" No. 3 Common	100,000'	4/4" No. 1 Com. & Btr. 30,000'
6/4" FAS	15,000'	4/4" No. 1 Common 30,000'
6/4" No. 1 Common	100,000'	4/4" No. 2 Common 60,000'
6/4" No. 3 Common	15,000'	4/4" No. 3 Common 70,000'
8 1/4" No. 1 Com. & Btr.	85,000'	SOFT ELM
10/4" No. 1 Com. & Btr.	25,000'	5/4" No. 2 Com. & Btr. 30,000'
HARD MAPLE		
4/4" FAS	30,000'	5/4" No. 3 Common 15,000'
4/4" No. 1 & No. 2 C.	100,000'	ASH
		4/4" No. 2 Com. & Btr. 35,000'
		4/4" No. 3 Common 20,000'

FOUR MONTHS DRY

WHITE PINE		
1x4" Barky Strips	30,000'	1x4" & wdr. Merch. 6' 50,000'
4/4" No. 4	40,000'	1x4" No. 3, 8' to 16' 100,000'
HEMLOCK		
1x4" & wdr. Merch., 4'	60,000'	1x6" No. 3, 8' to 16' 150,000'
		1x8" No. 3, 8' to 16' 200,000'
		1x10" No. 3, 8' to 16' 200,000'

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Hardwood Record

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Vol. LI

CHICAGO, AUGUST 10, 1921

No. 8

Review and Outlook

General Market Conditions

FEW GENERAL FACTS have lent more encouragement than reports from banking circles. Just as inflation was primarily responsible for the break in prosperity, its opposite liquidation can be accepted as the foundation for permanent rebuilding. Easier money can today be the result only of liquidation of a general character and as gradually receding rates have marked money movements of late one conclusion of deep significance is natural, viz., there is more available money because stocks of goods and materials have been liquidated. It matters not now how such results were brought about. The travail which marked the accomplishment is now for the most part history. True, its results are not entirely discounted, but the realization of the necessity and the performance of required action have now been written into the past of most business lives and the long climb back on the safe road is ahead. This, as stated before, is revealed on the gauge of money rates. Cotton prices, metal prices, lumber prices receded only when supply exceeded demand. With long stocks and such restricted call for merchandise, much money was required. To make it go farther the banks demanded liquidation no matter how it might hurt. Such selling of high cost goods has been the cause of rapid falling in prices. But the money has been adding up and today total results of distress sales have reached a figure justifying a readjustment of relation between supply and demand in the money market. Lower rates are the result and their deepest significance is in the fact that lower money is the last of the major influences anticipated.

This statement is not intended as a promise of early prosperity. On the other hand, it is given as bearing out HARDWOOD RECORD's contention that favorable indications are multiplying and that the trend of the future will be for the better. The troubles of business are by no means over, as returning business must of necessity be slow and the burden of carrying on under the pressure of nil markets is excessive. Quite likely the next few months will see more weeding out and a more complete exposition of the survival of the fittest than the period that has passed. It is the last lap of the race, the gruelling home stretch that tries the nerves of the audience and eliminates those who have been too much weakened by the cruel pace of the last year and a half. For markets cannot return towards a profitable plane until buyers have difficulty in getting what they need. Such difficulty will result from a natural shortage plus a firm adherence to fair quotations by sellers who

know the value of what they offer. This sticking to price is possible only for those who can finance such a policy.

It might well be declared in this conjunction that the time apparently has come for adherence to values. Indeed, the accumulation of small movements has been sufficient to have caused some such natural tendency, and while nothing that can truthfully be described as improvement is manifest, the state of change is characterized by this inclination to get a fair return. As in the past the business placed is still in small volume so far as the individual order is concerned, but with a volume in toto that represents good proportions. Having been accustomed so long to big business, there has been too much tendency to discount the importance of small shipments and, in fact, of the small trade in general. It is true that the flooring business has been one of the bright spots of lumber movement. Most of this flooring is going into small jobs. So all through the avenues of demand. Today there are many mixed car orders and the usual inquiry is for price and possible shipping date. Then, too, we are today in the midst of what is invariably a dull season and betterment in the fall is natural.

The general economic situation is most encouraging, a condition which is bound to be favorably reflected in the hardwood market. The winter wheat crop has been made and surpasses pre-war normal volume. The marketing of this crop is already well on the way at prices, which, while low, are better than pre-war prices. This means a substantial restoration of the farmer's buying power, for the crop was produced much more cheaply than the crops of the inflation period. Wheat farmers made their crop with hands costing around \$3 a day and keep, as compared to \$8, \$10 and \$12 for the two previous years.

European wheat crops are good but there has been no surplus production and there is no indication that Australia and Argentina will produce any more wheat than they did last year. Russia is hopelessly out of the market as a wheat exporter is buying wheat from India and will probably take large quantities from America if Hoover's Russian relief plan goes through. It is predicted that Roumania will have no wheat to export. Thus there is no world surplus of wheat, though America's crop is good. In short, the economic thermometer registers favorably to America.

There is promise, too, that the corn crop will be the biggest this country has ever produced.

The cotton crop is short and will command better prices than the last crop. In curtailing their cotton acreage southern planters turned

the livestock industry. It has enjoyed a good measure of success in this, and it is to be expected that it will continue to enjoy a similar degree of success in the future.

Payment of the tariff on mahogany logs has been heavy in the past, but the people's continued approach to the tariff has been largely in the line of the old time production, and the revolution is going on.

Save the Mahogany Industry

THE FORDNEY TARIFF BILL is so worded as to destroy the mahogany lumber and veneer manufacturing industry in the United States without giving the slightest benefit, according to the alarming statement made by J. S. Otis of New Orleans. Mr. Otis's statement was an appeal to the press of the lumber industry for help in securing a change in the wording of the menacing paragraph on mahogany. The statement covers the case for the mahogany industry pretty thoroughly and accordingly will be quoted in full:

"Since the time of the Civil War there has been a high duty on the importation of mahogany lumber into the United States, to protect the large mahogany lumber and veneer manufacturing industry of our country, so there are today large mahogany lumber and veneer sawmills, employing thousands of American citizens, in New Orleans, Boston, New York City, Philadelphia, Cleveland, Cincinnati, Chicago, Louisville, Ky., San Francisco, Indianapolis, Baltimore, etc.

"The Fordney Tariff Bill is worded so all tariff protection will be removed by making unmanufactured round mahogany logs pay the same duty as manufactured mahogany lumber and veneer, which lumber and veneer is manufactured in foreign countries with \$12 per month labor.

"Further, when the American manufacturers go into foreign markets they will find themselves terribly handicapped in meeting competition, as they will have paid an enormous duty on the mahogany logs and will have to meet competition of foreign mahogany lumber and veneer manufacturers, who have paid no duty to any government and get their labor for \$12 per month, against \$75 to \$100 per month for unskilled labor that the American mahogany lumber and veneer manufacturer pays.

"From the above it is very clear that unless the Fordney Tariff Bill is made to read: '**No duty on unmanufactured round mahogany logs and duty on manufactured mahogany lumber and veneer,**' then the mahogany industry of the United States will be destroyed, throwing thousands of men out of employment, and will result in the losing of millions of dollars of money invested in the large plants and without benefiting anyone the slightest bit, as mahogany lumber will still pay duty, so cannot be sold any cheaper. There is, you know, no mahogany that grows in the United States.

"Won't the press help to save this large industry that filled such a vital part during the War, furnishing mahogany propeller

lumber for battle planes, not only for our country, but also, furnishing everything England and France required in battle plane mahogany propeller lumber. That is, they manufactured the logs into lumber for these countries.

"There is certainly enough unemployment now without adding thousands to it, without benefiting a soul."

The furniture industry should be particularly interested in protecting the manufacture of mahogany lumber and veneers in this country. The industry should join with the mahogany manufacturers and other members of the lumber industry who may want to see justice done, in seeing that the Fordney bill is changed as Mr. Otis suggests.

Repeal of High Freight Cost Reasons Demanded

NO BARRIER POSSIBLE OF REMOVAL must be permitted to stand in the way of getting transportation costs in this country down to rock bottom. No industry in the country is suffering more than the lumber industry from the fact that transportation charges have resisted liquidation and are now so entirely disproportionate to the general economic condition of the country. For this reason the demand which the National Implement & Vehicle Association makes, through its executive committee, for the repeal of the Adamson Law and abrogation of national agreements, is worthy of the most active support of the lumber industry.

The plea for repeal of the Adamson Law expresses the executive committee's "firm conviction" that the law should be repealed by Congress because of its "manifestly inequitable and discriminatory features, which created and maintains an artificial work day, during which the amount of wages paid, is based on hours employed, regardless of the character and quality of the work performed. The resolution said further that the law is "fundamentally unsound and uneconomical in its effect, besides being a strong contributing factor in the matter of the present high and prohibitive freight rates, the effects of which are particularly adverse to the interests of the basic industry of agriculture and business generally."

In part the demand for abrogation of the labor adjustment agreements is as follows:

"Whereas, all industries, including the basic one of agriculture, cannot possibly prosper, unless the credit of the railroads of the country is both restored and maintained, and they be permitted to pursue the same economical practices which prevail in other industries, throughout the country, therefore be it

"Resolved, That we deem it imperative that the Railroad Labor Board promptly abrogate all labor adjustment agreements, involving the unionization of our great transportation systems, which it inherited when the Federal Government returned the railroad properties to their owners, which recommended action we regard as unquestionably a prerequisite to the obtaining for the shippers and traveling public, of substantial rate reductions, based on real economical management, through the instrumentality of the open shop and a consequent reduction in living costs."

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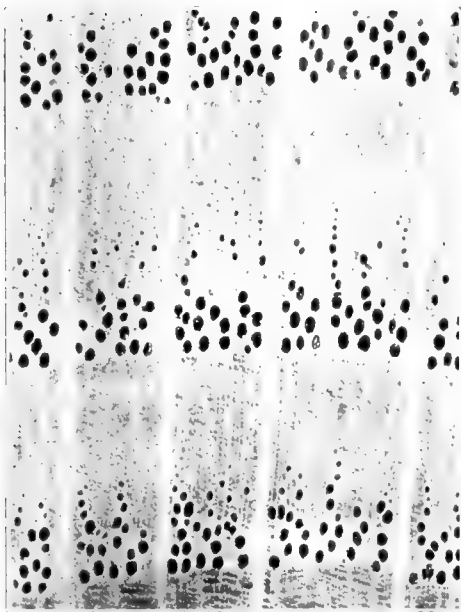
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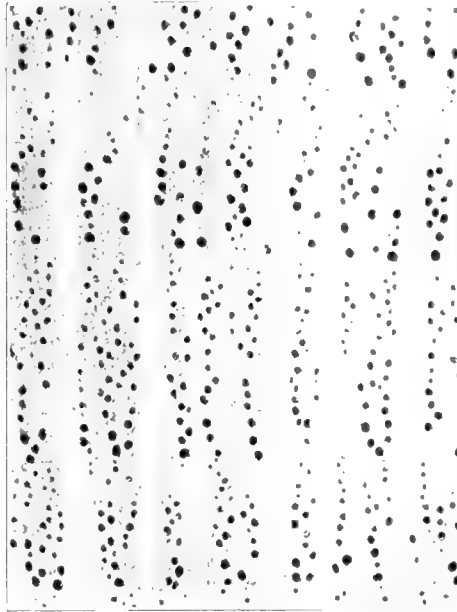
Substitution of Oak for Other Woods

Is Oak the Best Wood for Your Use?

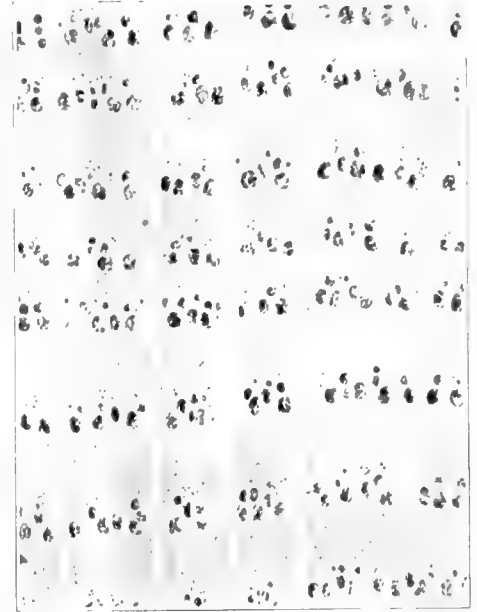
By David G. White, Forest Examiner, U. S. Forest Service



Red Oak



Live Oak



White Oak

Aside from such questions as price and availability of material, probably the most correct method of determining whether oak or some other wood is the proper one to meet certain requirements is not to rely upon statistical information which may be based on incorrect usage, but to compare the properties of oak with those of other woods, considering especially those properties which are most highly desirable for the given use.

The term "strength," in referring to wood, usually conveys the

idea of a summation of the mechanical properties or the ability of the wood to resist stresses and deformations of various kinds. These properties are variously combined when one thinks of material for a specific use. For a beam or post in a building, we combine those properties that are essential to carry a load, or in other instances stiffness may be the principal property desired; for a floor we think of hardness; for a double-tree the idea of shock-resisting ability is uppermost—thus the definition of strength varies

TABLE 2

PHYSICAL AND MECHANICAL PROPERTIES OF WOODS OF THE UNITED STATES

Table showing manner of obtaining composite figures listed in Table 3.

Strength as a Beam or Post ¹	Hardness ¹	Shock-resisting Ability ¹	Stiffness ¹	Shrinkage ¹
Value based on Factor ²	Value based on Factor ²	Value based on Factor ²	Value based on Factor ²	Value based on Factor ²
Static bending M. of R. ³ F.S. at P.E. ⁴ Impact bending F.S. at P.E. ⁴ Comp. parallel F.S. at P.E. ⁴ Max. strain ⁵	Comp. perpen- dicular to grain Rad. hardness Tangential hardness	Static bending Work to Max. load Total work Impact bending Weight of drop	Static bending M. of R. ³ Impact bending M. of R. ³ Comp. parallel M. of R. ³	Volume Radial + Tangential To show shrinkage in volume from green to air-dry condition in load and in air-dry condition
1.00 1.50 .80 1.50 1.50 1.50	1.00 .80 .90 1.00 1.00	1.00 1.00 1.00 1.00 1.00	1.00 1.00 1.00 1.00 1.00	1.00 1.00 1.00 1.00 1.00

¹Values showing relation of these properties to those of the average of all species tested (2).

Strength as a beam or post - 20
Radial hardness - 20
Shock-resisting ability - 20
Stiffness - 20
Shrinkage - 20

²The greatest value of the property is taken as unity, and the properties listed below are determined by the average of all species tested (3).

M. of R. = Modulus of rupture

Max. strain = Maximum breaking strain

³The static values were reduced to 1.0 on test results by the following approximate formula - which was checked with the error limits

When moisture is under 12 per cent When moisture is above 12

$$D_{12} = \frac{D(AE-E) + E}{10-M}$$

$$D_{12} = \frac{D(AE-E) + E}{10-M}$$

D₁₂ = Value at 12 per cent moisture.

AE = Value air-dry as tested.

M = Per cent moisture as tested.

⁴The weight factor is based on the relative importance of the various properties listed in the composite values. The greater relative value of the values based on green tests due to the greater amount of data.

F.S. at P.E. = Fiber stress at ultimate limit.

To show shrinkage in volume.

U. S. DEPARTMENT OF AGRICULTURE
FOREST SERVICE
WASHINGTON, D. C.
JULY 15, 1920.

with each use. The four combinations of mechanical properties, which in most instances will give a good comparison of the different kinds of woods for various uses, are termed in this report, strength as a beam or post, hardness, shock-resisting ability, and stiffness.

The method of combining the various properties is shown in table 2. Each of the properties, such as hardness, stiffness, etc., which are mentioned, is measured by means of a composite figure. This composite figure is made up by combining the several test values which are indicative of the property. Each of these values is first multiplied by a reduction factor in order to reduce or adjust the values to approximately the same order of magnitude. For instance, modulus of rupture is used as the base to which the other values are reduced in determining the "strength as a beam or post" figure. The average ratio of modulus of rupture to fiber stress at elastic limit in static bending is for green material 1.80. Then 1.80 is the reduction factor applied to fiber stress at elastic limit in static bending. The adjusted value resulting from applying similarly derived factors to each individual value is then multiplied by a weighting factor. This weighting factor represents approximately the relative importance of the value as well as the relative accuracy of the determination of that value and takes into account the relative number of tests made in obtaining the values. Results of tests on both green and air-dry material are used. The results on green material, because of the greater number of tests, are given twice as much weight as results on air-dry material. The results from tests of air-dry material are adjusted to 12 per cent moisture before being combined into the composite figure. The sum of the products of test value by reduction factor by weighting factor is divided by the sum of the weighting

factors. The quotient is the composite figure. This method of combining individual tests renders the data less valuable for detailed application, but more valuable for a general comparison of species when composite figures are available for the different species.

Table 3 was derived by obtaining the composite figures for shrinkage in volume from green to oven-dry condition, oven-dry specific gravity based on volume when green, and stiffness, for the different woods, and then comparing each property of each wood with the composite figure of the same property for oak; hence, for these properties it is a table of relative percentages based on oak as 100 per cent. In addition, the actual weights per cubic foot of green, air-dried and kiln-dried wood, radial and tangential shrinkage, and the ratio of the tangential to the radial shrinkage are given.

Considering the properties of oak, it may be stated that they show considerable variations. This is due to a slight extent to differences between the numerous species, but primarily to differ-

*Individual properties from which these combinations are made are given in United States Department of Agriculture Bulletin No. 556, entitled, "Mechanical Properties of Woods Grown in the United States," by J. A. Leach and T. R. C. Wilson, 1917.

Table 3
Actual and Comparative Data on the Properties of Various Woods:
Comparative Data Based on Average for Eastern Red and White Oak Groups
(Table Contains All Native Woods from which Complete Comparable Data are Available)

Botanical name	Common name	Actual data										Comparative data based on:					
		Weights (pounds) Shrinkage from green to oven-dry condition (per cent of dimension when green)					Combined averages of the eastern red and white oak groups ^a					Oven-dry specific gravity based on volume when green					
		Air-dry: Green: Kiln-dry: Ratio of tangential to radial shrinkage					Shrinkage in volume from green to oven-dry condition based on volume when green					Strength as a beam or post					
		3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
C O N F I R S																	
<i>Thuja occidentalis</i>	Cedar, northern white	28	21	21	2.1	4.9	2.33	45	51	54	29	36	50				
<i>Libocedrus decurrens</i>	Cedar, incense	49	24	23	3.3	5.7	1.73	48	56	80	46	43	71				
<i>Chamaecyparis lawsoniana</i>	Cedar, Port Orford	39	31	30	5.2	5.1	1.66	62	71	95	62	73	112				
<i>Thuja plicata</i>	Cedar, western red	27	23	22	2.5	5.1	2.04	52	54	71	34	41	72				
<i>Chamaecyparis nootkatensis</i>	Cedar, Alaska	35	29	28	1.9	5.0	2.63	50	69	81	46	73	74				
<i>Taxodium distichum</i>	Cypress, bald	40	31	30	3.8	6.0	1.68	68	72	91	48	60	90				
<i>Pseudotsuga taxifolia</i>	Douglas fir Pacific Coast type	39	35	34	5.0	7.9	1.68	68	79	103	56	63	120				
<i>Pseudotsuga taxifolia</i>	Douglas fir Rocky Mt. type	34	30	29	5.6	6.2	1.72	60	70	83	49	53	91				
<i>Abies lasiocarpa</i>	Fir, alpine	28	23	22	2.6	7.1	2.94	57	53	60	34	29	62				
<i>Abies amabilis</i>	Fir, silver	36	28	27	4.5	10.0	2.12	90	65	72	35	54	94				
<i>Abies balsamea</i>	Fir, balsam	45	25	24	2.8	6.6	2.36	69	58	64	29	39	74				
<i>Abies grandis</i>	Fir, lowland white	44	28	27	3.2	7.2	2.25	68	64	79	40	56	99				
<i>Abies nobilis</i>	Fir, noble	31	28	27	4.9	9.1	1.86	67	61	76	35	55	96				
<i>Abies concolor</i>	Fir, white	56	26	25	3.4	7.0	2.05	65	61	76	45	63	95				
<i>Tsuga mertensiana</i>	Hemlock, mountain	45	32	30	4.4	7.1	1.61	69	73	80	50	67	74				
<i>Tsuga canadensis</i>	Hemlock, (eastern)	48	29	28	3.0	6.4	2.13	66	67	83	46	54	81				
<i>Tsuga heterophylla</i>	Hemlock, western	41	30	29	4.5	7.9	1.76	69	69	90	45	51	97				
<i>Larix occidentalis</i>	Larch, western	46	36	35	4.2	8.1	1.93	74	69	101	60	64	98				
<i>Pinus heterophylla</i>	Pine, slash (Cuban)	53	45	43	6.9	7.5	1.67	91	101	125	73	99	122				
<i>Pinus divaricata</i>	Pine, jack	50	30	29	3.4	6.5	1.91	62	69	70	44	64	70				
<i>Pinus jeffreyi</i>	Pine, Jeffrey	47	28	27	4.4	6.7	1.62	63	65	72	41	50	74				
<i>Pinus taeda</i>	Pine, loblolly	54	39	37	5.5	7.5	1.76	68	68	103	67	75	104				
<i>Pinus contorta</i>	Pine, lodgepole	39	28	28	4.5	6.7	1.49	73	71	73	39	48	68				
<i>Pinus palustris</i>	Pine, longleaf	51	42	41	5.3	7.5	1.42	73	73	121	72	82	121				
<i>Pinus resinosa</i>	Pine, Norway	42	34	32	4.6	7.2	1.56	73	77	95	45	67	105				
<i>Pinus rigida</i>	Pine, pitch	54	36	35	4.8	7.4	1.44	75	82	82	54	76	82				
<i>Pinus serotina</i>	Pine, pond	49	40	38	5.1	7.1	1.39	71	87	100	67	73	98				
<i>Pinus echinata</i>	Pine, shortleaf	50	38	37	5.1	8.2	1.61	80	86	112	61	73	99				
<i>Pinus lambertiana</i>	Pine, sugar	50	27	26	2.9	5.6	1.93	64	63	73	39	41	71				
<i>Pinus pungens</i>	Pine, table-mountain	54	37	36	3.4	6.8	2.00	69	86	95	60	73	95				
<i>Pinus monticola</i>	Pine, western white	39	30	29	4.1	7.4	1.80	73	68	81	35	57	98				
<i>Pinus ponderosa</i>	Pine, western yellow	45	38	37	3.9	6.4	1.94	64	66	72	29	45	75				
<i>Pinus strobus</i>	Pine, white	39	27	26	2.2	5.9	2.68	50	63	74	26	47	80				
<i>Picea engelmanni</i>	Spruce, Engelmann	39	24	23	3.4	6.6	1.94	64	66	80	31	36	65				
<i>Picea rubens</i>	Spruce, red	34	29	27	3.8	7.8	2.05	75	66	78	40	52	85				
<i>Picea sitonensis</i>	Spruce, Sitka	33	26	25	4.5	7.4	1.74	71	69	75	43	67	93				
<i>Picea canadensis</i>	Spruce, white	35	28	27	3.7	7.3	1.97	73	63	75	34	53	82				
<i>Picea sp.</i>	Spruce, eastern ^b	33	28	27	3.8	7.6	2.00	63	65	76	37	53	84				
<i>Larix laricina</i>	Tamarack	47	38	37	3.7	7.4	2.00	87	85	94	51	68	94				
<i>Taxus brevifolia</i>	Yew, Pacific	64	45	43	4.0	5.4	1.75	62	105	130	132	135	77				
H A R D W O O D S																	
<i>Alnus oregona</i>	Alder, red	46	28	27	4.4	7.3	1.75	60	64	93	45	57	89				
<i>Fraxinus bithoreana</i>	Ash, white	45	39	38	4.2	6.9	1.74	60	111	117	67	77	99				
<i>Fraxinus nigra</i>	Ash, black	73	35	34	5.0	7.8	1.65	97	80	77	60	96	78				
<i>Fraxinus quadrangularis</i>	Ash, blue	46	41	39	3.9	6.5	1.77	76	93	113	111	116	89				
<i>Fraxinus lancoolata</i>	Ash, green	46	40	39	4.6	7.1	1.64	80	91	112	111	116	101				
<i>Fraxinus oregona</i>	Ash, Oregon	46	39	38	4.1	8.1	1.75	84	85	91	63	78	95				
<i>Fraxinus profunda</i>	Ash, white	46	37	36	3.7	6.3	1.77	80	84	89	58	70	75				
<i>Fraxinus americana</i>	Ash, white	46	40	39	4.2	6.5	1.75	80	91	108	96	114	89				
<i>Fraxinus americana</i>	Ash, white (seeded growth)	46	44	43	4.2	6.7	1.75	80	101	132	114	116	116				
<i>Fraxinus sp.</i>	Ash, American white ^c	47	41	40	4.4	7.0	1.69	60	95	114	112	116	100				

Decay in timber is due to the action of fungi on the wood sub-

stances. These factors are dependent for their rapid development upon a suitable amount of moisture, favorable temperature, sufficient air within the wood, and a good supply which can readily be utilized. Consequently, the durability of any given species of wood is bound up closely with these factors.

The sapwood of practically all species is non-durable when subjected to conditions favoring decay, and under such circumstances should not be used unless treated with a preservative.

It is very difficult to state the exact life that may be expected of oak, or any other wood, because in individual cases the character of the wood or the severity of the conditions favoring decay might cause the life of the wood to vary from the estimate. Observations by various persons in the course of their practical experience with the different woods have resulted, and will probably continue to result, in conflicting statements on the durability of the woods. In general, however, there is a more or less definite relation between woods when they are subjected to the same conditions of decay, and this latter statement should be kept in mind when considering the relative durability of the species stated in this report.

Untreated white oaks when used for railway ties, under normal conditions, last on an average seven to nine years. Chestnut oak, which belongs to the white-oak group, is a possible exception; its average life appears to be slightly less than that of the other white oaks. The life of the white oaks for any other use than ties might be estimated if the severity of the conditions under which the timbers are to be used can be compared with those to which ties are subjected.

The red oaks are about one-half as durable as the white-oak group.

The aspens, yellow buckeye, basswood, willow, cottonwood, true firs, spruces, beech, birches, maples, sycamore, cotton gum, black gum, hemlocks and loblolly, lodgepole and western yellow pines probably average one-quarter to a little less than the average of the red-oak group in durability.

The ashes, hickories, yellow poplar, Norway pine, sugar pine, butternut, white elm, cork elm, slippery elm, red gum and short-leaf pine may be expected to last on the average from nearly one-half to three-quarters as long as white oak.

Western larch, tamarack, the white pines, Cuban pine, longleaf pine, honey locust, southern white cedar and Douglas fir might be expected to have an average life from almost three-quarters to approximately the average for the white oaks. Chestnut and black walnut will possibly average a little more durable than the white oaks.

Bald cypress, redwood and the incense, Port Orford, western red and northern white cedars probably have, on the average, between one and one-quarter and one and three-quarters the life of the white oaks.

Black locust and osage orange may be expected to have an average life of at least twice that of white oak.

In selecting wood for a given use, it should be remembered that the heartwood in most species is more durable than the sapwood, so that if durability is a requirement, pieces with as much heartwood as possible should be selected.

Application of Data

In choosing between oak and another wood for a given use, the requirements which the wood should meet should be listed in order of their importance. The requirements should then be checked, so far as possible, with the data given in this article on:

1. Structure and classification of the various groups of oak.
2. Actual weight per cubic foot of the different woods, green, air-dried and kiln-dried.
3. Shrinkage of the different woods, considering the actual shrinkage radially and tangentially, the ratio of the tangential to radial shrinkage,

the color, the shrinkage in volume from a green to an oven-dried condition, and so on.

4. Comparison of oven-dry specific gravity of the different woods, based on the same volume, green, using oak as basis of comparison. This is often called the relative weight or density.

5. Shrinkage of a beam or post, hardness, shock-resisting ability, and values of other woods compared with oak.

6. Relative durability of the woods.

No data on manufacturing and seasoning are given in this article, and in selecting a wood for a given use based on the information given here it must be assumed that it is properly manufactured and seasoned. Neither are data given on special requirements, such as resonance, odor, color, etc.

The application of the data in a few cases may serve as a guide to the reader in solving the question of which wood is best adapted to his needs. If a wood of medium-dark finish is desired, for example, then oak is usually acceptable. If plain-sawed finish is desired, red oak is often preferred to white oak, because it is more open textured and gives an open-work design. If quarter-sawed finish is desired, white oak is usually preferred to red oak, because its larger medullary rays give more prominent flakes on the radial surface. If flooring is being purchased for a house, the consumer, in addition to grade, is interested primarily in shrinkage, texture, color and hardness; whereas, if the flooring is for a stable, hardness and durability are the principal requirements. If shock-resisting ability is needed, as in a handle or spoke, hickory is preferable to oak. In a treenail for fastening on a ship plank, durability is one of the principal requirements, and osage orange and black locust are preferable to white oak; white oak in turn is better than red oak, which is not only less durable but also more porous, thus permitting seepage of water into the ship. Each use should receive special and careful consideration, in order that the consumer may receive the maximum service. Only through the wise use of wood by proper selection, manufacture and treatment can the increase in the use of substitutes be checked. Increasing the goodwill of the consumer through service and through the adaptation of the best material for his requirements will inevitably increase the demand for wood.

Edward Hines Loan Quickly Oversold

The attractiveness of American western made industrial bonds, secured by natural assets, as compared to foreign government bonds, based on taxation security, is strikingly demonstrated by the rapid absorption of the \$5,000,000 loan made to the Edward Hines Associated Lumber Interests by Baker, Fentress & Company in conjunction with the Continental and Commercial Trust and Savings Bank and the Illinois Trust & Savings Bank, all of Chicago. The first mortgage 8 per cent serial gold bonds of this loan, which were advertised by Baker, Fentress & Company in *Hardwood Record* and other trade journals and newspapers, a few weeks ago, have already been oversold. The bonds are listed on the Chicago stock exchange.

The bonds were bought by the general investing public and the readiness with which they were taken will demonstrate to lumbermen generally that the bonds of their industry are salable to discriminating buyers and with this type of buyer can hold their own with the bonds of any other industry on the market.

These bonds are secured by a first mortgage on properties of the Park Falls Lumber Company and Edward Hines Yellow Pine Trusts, comprising approximately 305,000 acres of timber lands in Wisconsin and Mississippi, all owned in fee simple (except 19,000 acres of timber rights), estimated to carry 2,700,000,000 feet of merchantable timber, together with five sawmills, railroads and other equipment. On the basis of pre-war prices for timber, and cost, less depreciation for sawmills and equipment, the value of these properties is over \$20,000,000 or more than four times the amount of the bonds of the first issue.

News from the National Capital

Representatives of the country's leading lumber associations and other leading industries attended the conference in Washington on July 29, called by the National Association of Manufacturers at the suggestion of Herbert Hoover, Secretary of Commerce, to discuss plans and methods of handling statistics of production.

Secretary of Commerce Hoover addressed the manufacturers and merchants, telling them of the urgent necessity for a greater degree of co-operation in American business to promote intelligent export trade. The Secretary pointed out that the British, by means of organized methods, are outstripping the American traders and that only by co-operation with the Government and careful organization to eliminate wasteful methods and duplications can this competition be met.

The Secretary intimated that so well organized are the British foreign traders that they are getting as much, if not more, good out of the trade and statistical information gathered by the American consular and trade services than American business men for whom these services are performed. He indicated that the department would endeavor in the future to protect this information better and take steps to restrict its use while fresh to American traders.

After stressing the point that an accurate determination of the productive results of American industry is only possible if carried out with the co-operation of the industry itself, the Secretary suggested that the manufacturers consider the utility of compiling the next census of manufacturers on a commodity basis. Hitherto, the census evaluation of production has been in terms of money. It is realized now, he said, how uncertain the monetary valuation of production can be and stated that it is highly desirable that the new census should be in a form that would serve a practical purpose to the various industries themselves. The recommendations were concurred in and J. Philip Bird, general manager of the National Association of Manufacturers, chairman of the meeting, expressed the hope that all the crafts able to supply the Department of Commerce with their intimate statistical data should do so to the extent of their ability.

Secretary Hoover mentioned the fact that many manufacturers and their associations are engaged in the compilation of statistics of their industry on a monthly or quarterly basis, and in formulating this inquiry of the Department of Commerce relating to its policy regarding statistical information, he said he had in mind that in industries in which frequent statistics are necessary and useful, that they should form the groundwork of intermediate statistics. The monthly figures also might be found useful when incorporated as a basis for a monthly report on the entire national resources, showing the trend of business throughout the country.

To supplement the recommendations of Secretary Hoover, William M. Stuart, Director of the Census Bureau, had ready for distribution the proofs of the first printed report of the monthly business survey which will be issued hereafter by the Department of Commerce. Such a report was issued in mimeographed form for June and besides numerical data on production, presents the ratio between production and stocks of commodities for the current month and the average monthly production and stocks in a normal year, by means of index numbers.

This report is not comprehensive as yet, as many industries either lack the facilities for compiling such information for publication by the Government or are reluctant to furnish it to the Department of Commerce.

F. M. Feiker, assistant to Secretary Hoover, spoke of the plans the Department is inaugurating to serve industry, which include the organization of twelve major commodity sections of which five now are operating. He said that there is a plan now under way to make cabled information on foreign trade available

immediately to interested manufacturers. Dr. Julius Klein, director of the Bureau of Foreign and Domestic Commerce, addressed the meeting on the commodity information which the department will furnish to industries.

After an all-day discussion the conference authorized the appointment of a committee for the purpose of having them further confer with census officials on the scope and schedules of the forthcoming census, the taking of which commences on January 1, next. The personnel of this committee consists of Nathan B. Williams, chairman, National Association of Manufacturers; General L. C. Boyle, of the National Lumber Manufacturers Association; Paul T. Cherington, National Association of Wool Manufacturers; J. W. Drake, National Automobile Chamber of Commerce; L. M. Fanning, American Petroleum Institute; Albert E. Marshall, Chemical Division, American Engineering Council; E. W. McCullough, Fabricated Production Department, Chamber of Commerce of the United States; and A. H. Willett, National Coal Association.

Among the lumber associations represented at the conference were the American Wholesale Lumber Association, Chicago; Oak Flooring Manufacturers Association of the United States, Chicago; National Lumber Manufacturers Association, Washington, D. C.; National Wholesale Lumber Dealers Association, New York City; Southern Hardwood Trade Association, Memphis, Tenn.

What is regarded as the first successful blow in an alleged campaign to abolish the Federal Trade Commission is seen in the action of the Senate in adopting the conference report on the packer control bill. The measure now awaits final approval by the House before it goes to President Harding for his signature and becomes a law.

The measure, as approved by the Senate, gives to the Secretary of Agriculture the power to establish offices in his department similar to those already established by the Federal Trade Commission, for the regulation of packing practices.

Since the basic commodities over which the Federal Trade Commission now has jurisdiction are food, shelter, fuel, and clothing, friends of the commission contend that the foremost of these, food, would be taken away from the Commission by the packer control bill. The Frelinghuysen coal bill, which appears to be dead for this session, would relieve the commission of responsibility in the matter of fuel, and already, it is said, there are elements at work to take from the commission jurisdiction over shelter and clothing.

The Interstate Commerce Commission recently announced the substitution of the 35 per cent for the 33½ per cent increase in the class and commodity rates between Eastern and Southern groups and the Southwest was not justified. The increases proposed were in joint class and commodity rates between points in the Southwest and points in the defined territory east of the Illinois-Indiana State line and of the Mississippi River, Cairo, Ill., and South, constructed by the use of base rates to or from St. Louis, plus arbitraries or differentials east of St. Louis.

The Commission, however, announced that increases proposed in rates originally established and prior to August 26, 1920, maintained on or intended to be on the basis of lowest combination of local rates to and from the Mississippi River crossings or other rate basing points, were justified.

Increases proposed in joint rates on cane and logging cars, in straight or mixed carloads, and on wrought and cast iron pipe, were found justified and also increases proposed in joint rates on hides from Fort Worth to Eastern tanning points were found not justified. Excepting the proposed increased rates approved by the commission, the carriers were ordered to establish new rates on, or before, June 27.

POWER LOGGING AND LUMBER HANDLING

Bates Steel Mule Model "G" Is on the Market

The Model "G" is a heavy Bates steel mule built for industrial work exclusively. It is made so that a power driven winch can be attached to the front end for logging and other work. It weighs approximately 6,500 pounds and has a rating of 25 h.p. on the draw bar and 35 h.p. on the belt.

Like the Model "F" Bates steel mule, all working parts are increased against dust and run in oil bath. Wheels, transmission and crawlers are full roller bearing throughout. The clutch is hand operated, dry plate disc type and can be operated either from driver's seat made on platform of tractor. The driver's seat is made of swivel so that it can be pushed out of the way when driver is standing on platform. The pedals for holding either crawler still are located on platform at rear of the tractor.

Hauling speeds are two and one third miles per hour and three and one-half miles per hour, and the reverse speed is approximately two miles per hour.

The general construction is of the backbone type, where the transmission is bolted directly to the motor, making one solid block of the entire power plant.

The motor has a three-inch hollow crank shaft and four and one-half-inch cylinders. The oil pressure carriage is between thirty-five and fifty pounds, and is so regulated that whenever the pull increases on the draw bar the volume of oil to the motor bearings is automatically increased at the same time.

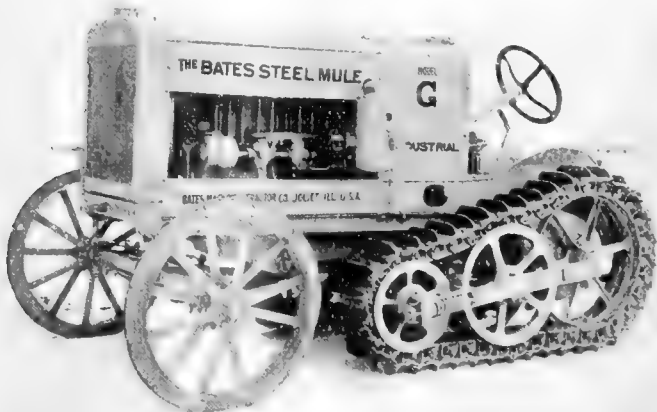
This is a very valuable feature for an industrial tractor, which is subjected to many severe shocks and does not always have a competent operator to care for it.

Like other Bates tractors, the same high grade materials and workmanship are used in the construction of this machine, and every part is easily and quickly accessible.

The Universal Crane

For heavy lifting the locomotive crane has long been used. It had to have tracks to get to a job, but when there it was able to handle great loads. This was often unnecessary, as more than 85 per cent of the loads to be lifted were far lighter than its capacity, and it became a case of doing a little job with a big investment or doing it by manual labor.

To meet this condition the light crane has been developed, and it is becoming popular very rapidly in its own field.



An Industrial Tractor That Will Stand Shocks

One of these cranes here illustrated is particularly flexible in its possibilities, as it can be mounted in a wide variety of ways to meet the working conditions which confront it.

Instead of steam power it uses a gasoline or electric motor, and does not need a licensed engineer to operate it. It is full rotating and has a capacity of three to four tons with high speeds throughout. The mounting is determined by the work to be done and the conditions that have to be met.

A motor truck makes an ideal mounting where work has to be done often in widely separated spots, as a ten to twelve-mile an hour speed can be made from place to place.

A rubber-tired trailer can be used in the same way to carry it when one has a truck for towing, though travel gear, using the crane power, is furnished for short distance work.



The Universal Crane in Action

In the woods where logs are loaded a "Universal" crane on the railroad flat car mounting will load a train very economically, backing from car to car as each is loaded. The crane can load logs fast or it may be used to unload equipment.

A crane on continuous tread can go anywhere a tractor will to load cars or trailers, or motor trucks in the districts where they can get in. Or put it on the motor truck itself in these districts.

In the mill where lumber is cut and sorted the crane on an auto truck or industrial truck can go from pile to pile loading the carts in a fraction of men's time and can unload from carts to pile also. Such a unit should be very useful in stocking lumber for the kilns and in removing it.

Timber Surveys by Air

That he obtained more information regarding the timber and waterways of the country over which he had flown as the result of a few hours' air trip than he could have secured by years of travel on foot was the recent statement of a timber expert in Quebec. A flying boat was used for this exploration and survey of the forests of the northern part of the Province, the trip of 850 miles being completed in 12½ hours of flying. Several stops were made to complete reports of the country traveled over as well as to secure more fuel. Besides the pilot and logging expert, the party included an aerial photographer.

Breaking in New Band Saws

By E. R. Whittin

My experience and observations in working with band saws has shown me that in almost all cases where cracked saws have come into the filing room the cracks occurred either in the first run or between the first and sixth runs. In other words, the bands cracked while being broken in and adjusted. We filers have all had this experience with new saws and in my opinion it is due to faulty tension. If the band is not cracked beyond all hope we simply repair and wear it out in service. However, experience and information from men in the business has taught me some facts which I am going to put before you.

The first few runs a band saw makes are the most important in determining the future of the saw. It is by the first six runs that a filer makes his observations and forms his opinions of the saw, satisfying himself as to the material and workmanship in the saw. I myself, do not believe in passing judgment after the first run, but always give a leeway of about six runs in order not to use snap judgment. There is a fact existing about all new machinery and tools—they "work stiff" until broken in, as we all know. The bearings must be worn in, etc. A band saw is no exception to this rule.

Let us look a little further into the band saw situation, and I think you will bear with me in my arguments and assertions. Very few bands coming from the steel mills or from hardening and tempering in the same shape. Some conform to the back and tension gauges more readily than do others. From this it follows that in putting one band up more hammer work and rolling is required, perhaps, on one than another. In many cases one portion of a saw will be a quarter of an inch over or under the back gauge and on either side of this portion the saw will fit to the gauge nicely. It may run straight the entire remainder of the back.

It follows quite naturally that more rolling and stretching will be required in that portion which drops away or is full to the gauge. The result is that in the first few runs which the new band makes the parts which have been worked more in order to draw up or bring down the back, will hold their tension much longer than the portions which did not require so much rolling. This results in uneven tension which gives the appearance of soft spots or uneven temper.

Let us take up another case of uneven temper or soft spots. After a short run on the mill it is found that some parts of the band have held their tension while others have not. Narrow, tight spots will also show up in the center of the saw. This is caused by rolling the tension—dropping the saw to fit the tension gauge in the first tensioning. Naturally, when a saw has been rolled heavy, the rolled lines are placed further apart than they would have been had lighter pressure and more rolling been used. These tight spots will always be found between the heavy rolled lines. This is often called, as we all know, false tension, and is one of the reasons why a new saw will not as a rule stand as deep a tension as one that has been run.

To sum up, the whole situation amounts to this; stretching takes place from working the saw, and parts of the band which have been worked more than other parts maintain their tension longer. This condition exists until the band has thoroughly adapted itself to conditions and has been adjusted uniformly all around to the running bend from passing over the wheels.

In breaking in new bands I have found by experience that a few points have helped me a great deal. It is always well to use a shaper on all new saws, grind the teeth to or near to the shape you are using, and then put on the bench.

It is always advisable, in my estimation, in working over a new

band to have the edges firm. Running the tension too close to the edge (tooth edge especially) proves disastrous to many a good saw.

A new band will not stand as deep a tension as one which has been stretched and adjusted uniformly. Put up an old saw so that it will just lie flat on the leveling block, and put up a new saw with the same gauge. It is difficult to make the new saw lie flat on the block. This demonstrates the fact.

A new band in other words is like a new machine of any kind or like a new shoe. It has got to be broken in gradually. If we try to force it, it is quite apt to result in a disaster to something. This something is bound to be the band saw, because it is the delicate part. In the case of the shoe, it is the man's foot that usually catches the punishment. A band which has been thoroughly worked with the rolls has the tension evenly distributed throughout the blade, and the strain likewise is evenly distributed when the band is running on the mill; whereas a new band in its first few runs has not been sufficiently worked over to have this tension distributed evenly and therefore the strain is thrown onto the fast spots between the rolled lines. Until the tension is evenly distributed you will have these fast spots and an unequal distribution of strain.

Plan to Reduce the Time and Cost of Air Seasoning Wood

In co-operation with the sawmills and wood utilization plants throughout the country, the Forest Products Laboratory, Madison, Wisconsin, is organizing an extensive field study on the air seasoning of wood. This study, it is believed, will be of extreme interest to the lumber manufacturer and to the wood-using industries. The purpose is to determine the piling practice which will result in the fastest drying rates consistent with the least depreciation of stock, the least amount of required yard space, and the least handling costs. The study will be carried on concurrently on both hardwoods and softwoods. All the important commercial woods of the United States will eventually receive consideration.

A tentative working plan of the air seasoning study has been prepared by the Forest Products Laboratory, and copies are being sent to the secretaries of the various lumber and wood-using associations, state foresters, forest school heads, and others eminently qualified to comment on the plan.

Co-operation in the air seasoning study is being offered on every side. As yet the plants at which the work will actually be done have not been definitely chosen, but the extreme interest already manifested indicates that there will be no difficulty in securing co-operation with plants ideal for the study. Actual field work will soon be well under way.

Recommendations will be made to Congress by the Administration relative to pulp wood lands in Alaska as soon as the investigation which is now under way is completed.

The question of the restrictions on Alaskan wood pulp lands has been taken up several times by the Cabinet and the President himself is understood to be very much interested in the whole situation. In addition to being a newspaper publisher and, therefore, being interested in the pulpwood situation, the President has evidenced much interest in the reopening of Alaska. It is understood that high Government officials feel that the restrictions in Alaska probably have been carried too far to allow the development of these lands.

Cause and Prevention of Blue Stain

Blue stain is the most noticeable of the sap stains which dis-color wood. It is caused by a fungus which germinates on the sapwood and penetrates it in search of starches and sugars. This action of the fungus causes no perceptible weakening of the wood, but the discoloration which results lessens the value of the lumber for many purposes, such as interior finish, flooring, and basket and box veneers. The stain at first may be no more than a bluish spot or streak on the surface, but later, as the fungus develops, the discoloration may involve all of the sapwood and become too deep to surface off. The blue stain fungus can revive in timbers after long periods of inaction brought on by lack of moisture.

Warm weather and a comparatively high moisture content of the wood are the most favorable conditions for the growth of the blue stain fungus. Most of the infection occurs in green lumber which is piled without ample ventilation between the boards, in the mill yard or during shipment.

As yet no absolutely dependable means of preventing blue stain has been found by the U. S. Forest Products Laboratory, other than kiln drying the lumber. The ordinary kiln drying process is entirely effective against blue stain, but there are many cases in which this means of prevention is not feasible. Staining during air seasoning can be largely controlled by open piling. This affords free circulation of the air and so hastens drying, but not always

sufficiently under adverse weather conditions to discourage the stain fungi.

The treatment of the green lumber with antiseptic dips is the most effective method which is generally applicable at the present time. For this purpose the chemicals commonly used are sodium carbonate (soda ash) and sodium bicarbonate (ordinary baking soda). Neither is a sovereign remedy under severe conditions, such as continuous rainy periods during the warm months, but will go far towards keeping the stock clean. In rainy seasons an 8 per cent solution of sodium carbonate is desirable, but in drier weather half this strength should suffice. A high grade of soda ash should contain about 58½ per cent alkali, and every effort should be made to conform to this standard of purity. When sodium bicarbonate is used, an 11 per cent solution should be employed in wet weather and 16 to 20 per cent in dry weather. This chemical when dry should contain about 37 per cent alkali.

In the use of these chemical dips, the following points should be kept in mind: (1) The solutions should be carefully mixed and the concentrations in the dipping tanks should be kept uniform by means of a hydrometer. (2) The solutions should be heated when applied, the bicarbonate solution not above 120° F., however, because it is broken down into the carbonate by excessive heating.

(3) The stock should be dipped as it comes from the saw. (4) After dipping it should be carefully piled so as to insure ample ventilation. Narrow, chemically-treated cross strips are preferable to the wide untreated strips commonly employed, since treated crossers tend to eliminate stain at the point of contact.

* Lumber Trade Customs

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Liability for Delivery and Acceptance of Stock. Decision No. 22, Docket No. 81

The Facts: A sash and door manufacturer purchased from a wholesaler the following California white pine shop lumber, on the dates and in the quantities and for the various deliveries shown below:

Date	Buyer's order number	Thickness	Quantity	Complete shipment by
3-20-20	26159	6 4"	3 cars	Immediately
3-20-20	26160	6 4"	200,000'	May 1
3-20-20	26161	6 4"	100,000'	June 1
3-20-20	26234	6 4"	500,000'	July 1
4-7-20	26298	8 4"	150,000'	June 1
4-7-20	26299	8 4"	100,000'	July 1

Total (approximately) 1,110,000'

Order No. 26159 was completed with shipment made on April 10, 1920.
Order No. 26160 was completed with shipment made on April 30, 1920.
Order No. 26161 was completed with shipment made on May 25, 1920.

On May 28, 1920, buyer wrote seller requesting that shipments be strung out with the idea of completing his orders by August 1 to 15. Shipments were accordingly continued until the remaining orders were completed, with final shipments thereon as follows:

Order 26234, July 26; order 26298, July 13; order 26299, July 28.

The following shipments on these orders were rejected promptly on arrival, on the ground that the stock contained therein was not thoroughly dry, in accordance with the orders and was wet and stained:

Order No.	Car No.	Date shipment	Date received	Feet invoiced
26159	17061	April 16	May 20	20527'
26159	1111	April 16	May 20	21304'
26160	57536	April 29	June 1	18559'
26160	114762	April 30	June 1	20820'
26160	108044	April 30	June 5	18405'
26161	13400	May 6	June 9	19237'
26161	42987	May 18	June 15	20920'
26234	24695	May 1	June 1	20135'
26234	16054	May 1	June 11	19924'
26298	40023	May 19	June 24	20714'
26298	41601	May 24	June 28	20944'

221489'

Upon receipt of rejection the seller promptly notified the buyer to unload the rejected amounts and load same intact for official inspection, which the buyer did.

There was considerable delay in the arrival of the inspector and reinspection was not completed until August 9. The combined official reports on the 11 cars showed:

169,584 ft. on grade
51,931 ft. rejected for stain
3,815 ft. used by buyer

225,330 ft. total accounted for

Promptly upon receipt of the inspector's reports the seller tendered delivery on all up-to-grade stock shown therein, by invoicing same at original contract prices, and offered to remove the rejected or stained stock. These corrected invoices amounted to \$17,122.55.

The Dispute: The buyer returned all these corrected invoices and refused to accept any portion of the stock covered by same. His contention was that his original orders called for thoroughly dry stock which would be ready for use in his plant immediately upon delivery thereof, and that, while not denying that it was dry when re-inspected some six weeks after it was received, he contended it was not dry when it arrived and therefore not in accordance with contract. He furthermore contended that most of the stock was put on sticks when it was unloaded, which enabled it to dry out before re-inspection took place, and introduced several affidavits of his employees as proof thereof.

The seller contended that the lumber was all thoroughly dry when received, as evidenced by the railroad weights on same, which compared favorably with those on the other 44 cars shipped on these orders and accepted. He explained the presence of stained stock was due to careless loading at the mill, where apparently some stock which had become stained in drying had been loaded in by mistake. He also contended that, even admitting that the stock was too damp for immediate use upon arrival, he still had until August 15 in which to make delivery; and that, there being no question as to its dryness prior to that time, the same should be accepted on the several contracts as amended by the extension agreement. He furthermore alleged that all except the stained stock was close piled when unloaded, and introduced an affidavit from the official inspector in support of this contention.

The Decision: Held, that the evidence submitted as to the condition of the stock as to dryness upon arrival was conflicting and not conclusive; and that, therefore, the report of the official inspector, which showed the lumber to be dry when reinspected by him, was the only conclusive evidence submitted on this point.

Held further, that the official inspection reports indicated a sufficient percentage of off grade stock in each car in dispute to justify the buyer in rejecting same upon arrival. Also, that inasmuch as seller requested that the stock from all cars be held intact pending official inspection no delivery was really made or tendered thereon until after such inspection.

Held further, that orders 26159 and 26160 having called for earlier deliveries and shipments thereon had then been completed were not included in the extension agreement of May 28.

Therefore, and inasmuch as no delivery of the five cars shipped on those orders was tendered within the time limit specified therein, it is held that same were properly rejected by the buyer as to their entire contents.

Held further, that the time for final delivery on all or any portion of orders 26161, 26234 and 26298, except such shipments as may have arrived and been accepted thereon on May 28, was extended on that date to August 15, 1920; and that buyer was privileged to tender such deliveries at any time on or before that date.

It is therefore held, that, inasmuch as the stock shipped in the six cars applying on the three orders above mentioned was officially inspected and the up-to-grade portion thereof tendered to buyer prior to expiration of final delivery date on those orders, the buyer should accept and pay for same at original contract prices, which amounts to the sum of \$8,915.15.

Held further, that buyer should deliver to seller all rejected stock out of the last six cars, together with the entire contents of the first five cars. Also, that seller should reimburse buyer for reasonable handling charges for unloading and reloading all stock which this decision shows to have been justifiably rejected.

Held furthermore, that the expense, amounting to \$33, incurred by the arbitration committee in this case shall be assessed 50 per cent against each of the parties to the case.

Dispute as to Thickness of Stock Ordered

The Facts—On May 11, 1920, a wholesaler purchased from a manufacturer, through a commission man, three cars of 1x4 box spruce, S1S or S2S to 25/32". This order was satisfactorily filled, the same being completed with a shipment made on May 26.

On June 10, 1920, this wholesaler purchased through the same commission man one car of 1x4 No. 1 common fir S1S, no thickness specified, the transaction taking place over the telephone. The seller promptly sent a formal acknowledgment of the order to the buyer.

Shipment was made on June 22 and consisted of stock dressed 3/4" thick, which was the standard thickness as provided in the rules governing the same.

Buyer rejected the shipment on account of its being too thin for the purposes of his customer. He contended, first, that the order was intended and considered by him as an addition to the previous order for three cars, and should therefore have been worked to the same thickness. He, furthermore, contended that even though this understanding did not prevail with the seller, the latter should still have understood that the finished thickness of 25/32" was required as a result of his having just previously filled the other order which specified the same.

The Controversy—Seller contended, first, that no mention was made of thickness at the time of the second sale; second, that there was no mention of its being an addition to the previous order and that in view of these facts, and the further fact that the second order called for fir, whereas the first one was for spruce, he did not know, and had no right to assume, but that the second order was a new transaction calling for stock of standard thickness, as provided in the rules. Seller also contended that, although the buyer had ample opportunity to amend or cancel the order between the date he received the seller's acknowledgment of same and the date shipment was made, he failed to do either and apparently failed to note his failure to specify the special thickness he desired.

The Decision—Held, the evidence submitted shows conclusively that the order in question was placed over the telephone by the buyer on June 10, 1920, and that it was accepted on the same date by the seller, and that the acknowledgment specified that the stock would be S1S 3/4".

Held, further, the evidence does not sustain the contention of the buyer that the car of fir was to be applied on an order previously placed for spruce, as the record shows that shipment of the spruce order was completed May 26, approximately two weeks prior to the purchase of the car of fir. The car of fir was shipped twelve days after the date of purchase, which provided ample time for cancellation to be made had there been any confusion in the mind of the buyer on that point.

The purchaser admits that he failed to specify the thickness of the stock in question. Lacking specifications to the contrary, the seller was justified in shipping standard thickness for the stock ordered, and should in no way be penalized for ignorance on the part of the purchaser covering the standard size of the various woods.

Held, further, that the seller properly fulfilled his contract by shipping a car containing 1x4 No. 1 common fir S1S 3/4", and that the buyer should pay the seller in full for this shipment, together with demurrage charges and all other expenses accumulating against the shipment due to the refusal of the buyer to accept the same.

Pertinent Information

Substitutes for Ash in Automobile Bodies

Ash has always been considered the most desirable wood for use in automobile bodies. It combines the properties of moderate weight, easy workability, high degree of toughness, and comparative freedom from warping. On account of the high price of ash, however, other woods are gradually replacing it in all but the most expensive cars.

The following description prepared by the Forest Products Laboratory gives some of the advantages and disadvantages of the substitute woods as compared with forest grown ash for automobile construction.

Maple. Hard maple is used for sills in many cars, and in some for the framework of the body and even the floor and running boards. Maple is fully as strong and stiff as a beam or post as white ash, but is not as

shock resistant. It is heavier than ash and runs more in the grain in stock. Maple warps very little, in this respect being superior to elm. On the other hand maple is more difficult to season with the drying than ash or elm, and it is said not to hold screws so well in motor car bodies. On account of the smooth, fine texture of maple, paint and enamel are applied more easily, especially on curved surfaces which

Reducing Salesmen's Non-productive Time

We speak very fluently about non-productive time of men in the factories and precious hours wasted while the machines stand idle. It is the saffron hobgoblin that haunts the dreams of every ambitious factory manager. Yet seldom do we mention it in connection with the work of our traveling salesmen.

A manufacturer recently made a painstaking investigation into the efficiency of his road salesmen. He checked up the number of working hours, the number of towns visited and number of calls made. He was horrified to find that the actual time spent visiting prospects was less than three hours per day—for five days a week. The remainder of the time was frittered away getting from hither to yon, writing reports, digging up prospects and cooling heels in the frigid outer offices.

The first thing he did was to supply his force with automobiles. He discovered that instead of making two towns a day they could make four or even five. And instead of greeting half a dozen prospects, they could tell their story to a dozen and a half.

He told his men frankly that while he did not expect them to neglect their home duties, they should not work their territory by the dinner bell. "When the day's work carries you twenty-five or thirty miles from home, you are on your way home at half-past three or four, perhaps leaving a good prospect that you could have closed had you stayed and were not worrying about getting home on time. Better by far, to take one full day each week and spend it at home. By such arrangement you will be able to devote the proper amount of time to business and not neglect your family."

But a far from negligible amount of time was lost waiting outside closed office doors, and once inside, in explaining to prospects what should have been common knowledge regarding the firm's product and its peculiar advantages over competing articles. Moreover, it was arduous at first call to sort out the active prospects from the others.

So the services of advertising were enlisted. Introductions were found to be easier. People actually in the market sent in inquiries which cut out lost motion. And the representative's initial visits were not totally consumed explaining the rudimentary questions about the firm's activities.

Cutting down the salesman's non-productive time is a problem for business efficiency engineers—call them what you may—no less than reducing the number of overhead hours in the plant. Automobiles will do it. So will better systems of routing. So will standardized methods of approach and appeal. So will advertising.

considerable wear, than off birch, which is slightly more porous. Because of its smooth-wearing qualities and comparative freedom from slivers, maple is preferred to all other woods for the floors of delivery trucks.

Elm. The principal use of elm is for frames, seat backs, and doors; very little, if any, is used for sills. White elm is preferred to rock elm, except for some of the bent parts, because it is more easily worked and is less subject to warping. For the same reasons lumber from old white elm

trees, usually called "gray elm," preferred to that from younger or vigorously growing trees. Old white elm is not so strong or tough as ash, on the average, but it varies less in strength than ash, especially that which comes from the southern varieties.

Birch. Yellow birch is a close rival of maple. It is used for sills, frame work, and many minor parts. It is said to hold the paint better than maple on exposed parts.

Hickory. The true hickories are used almost exclusively for spokes and felloes. The pecan hickories, which are somewhat inferior as a class to the true hickories, might be used in body construction, although their hardness and tendency to twist would perhaps prove a serious drawback.

Red Gum. Red gum is too weak and soft for the sills and other major parts of the frame, but is used for floor boards, seat risers, and other minor parts. One of the principal drawbacks to the use of gum is its tendency to warp with changes in moisture content. Quarter-sawn gum gives less trouble in warping than plain-sawn gum.

Oak. In automobile construction no distinction is made, as a rule, between the different species of oak or even between the red oak and white oak groups. In truck bodies, oak is one of the leading woods, being used for sills, cross sills, frames, floors, and stakes. In pleasure cars oak is rarely used for the frame or sills. Wormy oak is used for running boards, floor boards, and seats, and some sound oak for instrument boards and battery boxes. Top bows are made almost exclusively of oak, second growth being preferred.

Southern Yellow Pine. Under this heading are included longleaf, loblolly, shortleaf, and some of the minor southern pines. These have been found adaptable for running boards, floor boards, seat boards, and a number of small parts in the seats and frames.

Other Species. Cotton wood is used for dashboards of pleasure cars and the boxes or bodies of trucks. Sycamore, beech, basswood, yellow poplar, cucumber, tupelo, gum, chestnut, Douglas fir and western yellow pine have also entered into car body construction to a small extent.

The comparative merits of the different species in the four properties more important in automobile construction are given in the following table, the strength of forest-grown white ash being taken as 100. Actual strength values of these species are to be found in Department of Agriculture Bulletin 556, "Mechanical Properties of Woods Grown in the United States":

STRENGTH OF WOODS USED IN AUTOMOBILE CONSTRUCTION IN PER CENT OF THE STRENGTH OF FOREST GROWN WHITE ASH

SPECIES Hardwoods	Strength as a beam or post	Stiffness	Shock resisting ability	Hard- ness
Ash, white, forest grown	100.0	100.0	100.0	100.0
Ash, black	71.3	79.3	90.1	62.3
Ash, white, second growth	122.5	117.6	119.6	118.9
Basswood	59.1	80.6	40.5	29.6
Beech	93.5	96.9	96.0	90.0
Birch, yellow	104.8	116.8	120.6	80.9
Chestnut	66.0	71.9	53.4	49.2
Cottonwood	60.6	79.0	54.3	35.3
Cucumber	85.4	112.4	76.7	54.9
Elm, rock or cork	98.8	92.9	140.5	101.6
Elm, white	79.2	79.5	89.5	57.1
Gum, red	80.7	91.5	75.5	59.0
Gum, tupelo or cotton	81.4	82.5	63.5	77.3
Hickories, pecan	103.5	103.8	119.7	139.6
Hickories, true	126.6	120.2	173.9	150.4
Maple, red	90.0	101.2	78.7	75.4
Maple, silver	66.9	68.5	71.7	64.3
Maple, sugar	104.7	105.9	90.5	103.0
Oaks, all kinds	92.6	101.3	94.9	104.5
Poplar, yellow	67.3	93.8	41.5	37.9
Conifers				
Fir, Douglas, Pacific coast	95.7	122.1	59.9	58.3
Pine, loblolly	93.7	105.6	71.0	60.0
Pine, longleaf	112.2	122.1	77.7	74.8
Pine, shortleaf	94.1	100.6	69.7	64.0
Pine, western white	75.5	99.7	53.8	37.0
Pine, western yellow	67.0	75.6	42.9	41.0
Spruce, Sitka	69.5	94.1	63.3	44.9

Ford Sawmill Begins Its Career

The new sawmill erected at Iron Mountain, Mich., by the Michigan Iron, Land and Lumber Company, which was established by Henry Ford of Detroit as the centralization of the woodworking production for his vast automobile and tractor industries, was formally placed in operation on Tuesday, July 12, in the presence of officials of the Ford enterprises, representatives of the Allis-Chalmers Manufacturing Company of Milwaukee, which furnished the equipment of the plant, and other prominent engineers and citizens. A birdseye maple log was run into the saws with due ceremony to mark the formal beginning of this notable operation.

The new mill is regarded as a model of efficiency and engineering skill, and because of the modern methods of manufacturing possible with this design of plant equipment, waste has been eliminated to an unusual degree, so that it is expected that much more lumber will be realized per thousand feet of log measure than is usual in ordinary sawmills.

Buy Plant to Make Plugs

The Arkansas Hickory Company, Marvell, Ark., has purchased a tract of five acres of land from the Pioneer Pole & Shaft Company of Memphis, Tenn., east of Railroad avenue, together with a sawmill and manufacturing plant thereon, and will engage in the making of tie plugs on a large scale for use of the railroads.

Cross Tie Exports Increase

Of all the various kinds of lumber products being exported from the South at the present time, cross ties are the only kind which are actually continuing to grow in quantity. C. E. Dobson, managing director of the Southern Lumber Exporters' Association, comprising some of the leading hardwood men of Dixie, stated in his report at the association's semi-annual convention at the San Carlos Hotel, in Pensacola, Fla., Thursday, July 14.

New Orleans was selected as the site for the next annual meeting and the date was set for the early part of January.

A Service to Producers and Users of Wood Waste

The Wood Waste Exchange of the U. S. Forest Service has been transferred from Washington to the Forest Products Laboratory, Madison, Wis., where its future activities will be centered. The Exchange has in the past contributed much towards more complete utilization of wood, by supplying a medium through which the mills and wood-using factories could locate markets for their side lumber and short lengths, and wood-consuming factories' sources of material of this character which would meet their requirements.

Centering the activities of the Exchange at the Forest Products Laboratory will permit an expansion of this service, in that it will be possible to include suggestions as to markets and new uses for by-products and low grade material, based on the latest results of technical research carried on by the laboratory. As both the Forest Products Laboratory and the Association of Wood Using Industries have pointed out, there is a large wastage of wood annually because of ignorance on the part of manufacturers of one another's wood requirements.

Quarterly reports on "Opportunities to Sell Waste," similar to those issued in the past, will be sent to all concerns who wish to be listed as having wood by-products and waste in any form for sale. These reports will contain the names and addresses of manufacturers of various wooden products who could under suitable conditions use raw material from these sources, together with information as to kinds, sizes, form, and condition of the stock desired. Suggestions as to the proper methods of caring for the material until it is ready for market will also be included.

A similar report on "Opportunities to Buy Wood Waste" will be sent to wood-using factories and other consumers who ask to be listed for this service. This report will contain information relating to manufacturers who have such material and its character, quality, and amount available.

None other than actual producers or consumers of wood stock of this character can become patrons of this exchange. All communications should be addressed to the Director, Forest Products Laboratory, Madison, Wis.

Alarmed at High Freight Rates

The New York State College of Forestry is calling attention to lumber freight rates and declares that if prompt measures are not taken the reductions along other lines will be seriously counterbalanced by the cost of wood products—increased rentals, scarcity of homes, high prices for furniture, etc. Two-fifths of the state's area lies idle, unfit for agriculture and suitable only for forests.

A Market for Hardwood Sawdust

A business man recently remarked having seen "a mountain of sawdust," as he termed it, rotting in the yard of a lumber mill. When he made the remark, two men connected with a large packing house were present, and they enlightened the man of the fact that the pork packers are now in the market for all the sawdust they can obtain.

Inquiry brought out the fact that sawdust of the hardwoods is now used to smoke hams, sausages, etc. Gas is used to light the sawdust, and it burns like timber, making a very effectual means of smoking meats. They further mentioned that pine was used for hams, and cedar for smoking sausages.

S. P. Waives Reconsigning Charges

The Southern Hardwood Traffic Association announces that the Southern Pacific lines have amended their rules so that no reconsigning charges will be assessed on export commodities moving to New Orleans on local bills of lading so long as the shipments are finally exported. It also announces that it has received a supplement to the Texas & Pacific tariff correcting its rules in the same manner, effective July 7, and that it is advised that the Missouri Pacific and Illinois Central have their tariffs in the hands of the printer for similar changes. It also states that indications are that all of the other lines, with the possible exception of the Louisville & Nashville, will correct their tariffs accordingly.

Under the new rules it will only be necessary to bill shipments to New Orleans for export, and, when so billed, no reconsigning charges will be assessed where shipments are finally exported.

Under the rules which are now being amended, a charge of \$7 per car is assessed when cars are not finally moved by way of the steamship line or steamer shown in inland bills of lading, or this information furnished prior to arrival of cars. The new rules mean that this charge of \$7 has virtually been waived by lines handling export shipments on local bills of lading into the port of New Orleans.

An Open Letter to Saw Mill Men about Their Service to the Public

EVERY year you manufacture from thirty to thirty-two billion feet of lumber to meet the demands of the public. Every industry depends on you for its lumber needs.

Manufactured forest products represent the second greatest industry in America. Agriculture is first. Everyone knows about Agriculture.

But what does the public know about the lumber industry? Its service, its risks, and hazards?

It is not difficult to understand that people do not think very intelligently about lumber and the industry. They just don't know.

Educating the Public to understand the lumber industry

YOUR Association—the National Lumber Manufacturers' Association—is going to tell the story of lumber. No American industry yet has ever told its story to the American people.

We will start in with the fundamental facts. And saw mill men, too, probably will learn more about their own industry.

What the Association is doing for the lumber industry

THIS Association is the logical spokesman for the lumber industry—America's saw mill men.

The National Lumber Manufacturers' Association doesn't sell lumber. It has nothing to do with prices. Its functions are:

To study the forestry problems of the nation.

To increase efficiency in the manufacture and distribution of lumber.

To eliminate waste in logging and milling.

To promote the proper utilization of all lumber products.

To aid in developing by-products to utilize the largest possible percentage of every piece of timber.

A real public service

SUM it all up, its purpose is to assist the lumber industry to render a more efficient service to the public.

The public doesn't know that your Association publishes a monthly bulletin of information about your industry. Or that it provides a weekly Statistical Barometer giving current information about changes in supply and demand, and the current production and shipments of lumber.

These publications are sent to the industry, and to the press, schools, colleges, and banks. This information is available to buyers and sellers alike.

All patents developed by the Association's technical department are given to the public. It has already developed a heavy

timber "mill construction" that doubles resistance to fire; an ordinary frame construction for houses which is singularly free from fire hazard. And a book of "Frame Construction Details," designed for strength, saving in cost and fire retardance.

The public wants to know about lumber

THE public will be interested to learn something about the lumber industry, because it is face to face with your achievements every minute of every hour of every day in the year.

THE NATIONAL LUMBER MANUFACTURERS' ASSOCIATION is a Federation of the following lumber organizations, whose members produce about 65 per cent of the lumber cut in the United States:

CALIFORNIA REDWOOD ASSOCIATION
CALIFORNIA WHITE & SUGAR PINE
MANUFACTURERS' ASSOCIATION
GEORGIA-FLORIDA SAW MILL ASSOCIATION
MICHIGAN HARDWOOD
MANUFACTURERS' ASSOCIATION
NORTH CAROLINA PINE ASSOCIATION
NORTHERN HEMLOCK & HARDWOOD
MANUFACTURERS' ASSOCIATION
NORTHERN PINE MANUFACTURERS' ASSOCIATION
SOUTHERN CYPRESS MANUFACTURERS' ASSOCIATION
SOUTHERN PINE ASSOCIATION
WEST COAST LUMBERMEN'S ASSOCIATION
WESTERN FORESTRY & CONSERVATION ASSOCIATION
WESTERN PINE MANUFACTURERS' ASSOCIATION



NATIONAL LUMBER MANUFACTURERS' ASSOCIATION
Harris Trust Building, Chicago, Illinois

Foreign Demand Continues Sluggish

The statement of exports from the United States for March from Baltimore is out, and furnishes further proof of the unresponsiveness of the foreign markets in the matter of demand for American hardwoods. The exhibit shows a total far below that of the corresponding month of last year, the declared value being only \$134,109 and \$302,452. Practically all items were affected by the check upon the movement, almost the only exception being hardwood logs, which went forward to the extent of 80,000 feet last March against 11,000 feet for March, 1920. The movement in oak boards, for instance, increased from 680,000 feet, of a declared value of \$76,435 in March of last year, to 179,000 feet, of a declared value of not more than \$11,437 for March of this year. Of poplar only 45,000 feet, of a declared value of \$6,255, was sent out last March against 109,000 feet, of a declared value of \$20,145, the year before. In hardwood boards the exports last March were 57,000 feet, of a declared value of \$6,423, against 247,000 feet of a declared value of \$39,687 for March, 1920.

Railroads Absorb Dock Tollage

All of the railroads entering the port of New Orleans, with the single exception of the Louisville & Nashville, are now absorbing the dock board tollage of 15 cents per ton on forest products originating beyond the New Orleans switching limits and passing over the city front wharves for export or coastwise movement, according to information originating with the association. The latter is therefore suggesting that shippers secure advice from the New Orleans offices of this organization before delivering "competitive traffic" to that line.

Rate Advance Is Suspended

The Southern Hardwood Traffic Association announces that it has succeeded in having the Interstate Commerce Commission suspend the advance of 6 cents per hundred pounds on lumber and forest products moving from Memphis to Chattanooga, and from the west and southwest, via the Memphis gateway, to the same destination. It further advises that the interested carriers have been prevailed upon to ask the commission for authority to cancel the tariffs carrying the higher rates.

The association also states that Kelly's Combination Tariff, No. 228, will remain in full force and effect, so far as forest products are concerned, until Jan. 1, 1922. This means that shippers of these materials have until the latter date to request publication of through rates to take the place of rates based on combination, and the association is already showing marked activity in letting the publishing agents of the carriers know the points to and from which such through rates are desired. June 1 was originally fixed as the date for the cancellation of Kelly's combination, but it was found impossible for the railroads to publish the through rates desired in such limited time. The pith and point of this whole matter lies in the fact that, if the combinations are withdrawn before through rates are published, there will be advances in hardwood rates, and this is about the last thing lumbermen in this part of the country really want.

All Water Rates Reduced

The New Orleans offices of the Southern Hardwood Traffic Association are calling attention to the fact that there has been a reduction of \$3 to \$6 per thousand feet in the all-water rates from New Orleans to New York via the Mallory Line, and are suggesting that shippers investigate these lower all-water rates and make use of combination rail and water rates via New Orleans instead of using the all-rail rates now in effect. The management of these offices is in position to furnish information regarding rates which will enable the shipper to determine very quickly which are in his favor.

No Change in Stake Allowances

There will be no change in present "stake allowance" arrangements where shipments of lumber are made in open top cars, according to the Southern Hardwood Traffic Association. The carriers proposed some time ago to fix the maximum weight of stakes used in such shipments at 500 pounds and to require the shipper to weigh the stakes and certify to the correctness of his figures. Owing to the vigorous fight made by the association for the retention of the old 500-pound stake allowance, the carriers have withdrawn their proposals.

Clubs and Associations

Southern Hardwood Traffic Files Complaint

The formal complaint of the Southern Hardwood Traffic Association, attacking present adjustment of rates on hardwood lumber and forest products, including cooperage material, vehicle stock, logs and other rough materials, has been filed before the interstate commerce commission, according to J. H. Townshend, secretary-manager.

J. V. Norman, general counsel of the association, spent a day in Memphis last week going over the situation with officials of this organization and familiarizing himself with all angles of the controversy. He went from Memphis to Washington, where he gathered additional data which was used in the preparation of this formal document. Mr. Norman is confident hearings will begin before the commission the first week in September.

Only a few associations are more confident now than ever before that the railroads will be forced to lower rates on hardwood lumber and forest products and all heavy-tonnage commodities."

This is the unqualified statement of Mr. Townshend. He declines to say on what this view is based, but he is willing to admit that it is based on something more substantial than a mere "hunch."

Associate officials have been very busy in getting up the charges to be set forth in the complaint and they have been equally busy in securing data from members in order that the formal charges may be substantiated when the case comes on for hearing before the interstate commerce commission. It is one thing to make charges and quite another to properly support these. The association is fully aware of this fact and it is making just as strenuous preparation to substantiate the charges contained in the formal complaint as to get the latter properly before the interstate commerce commission.

In the meantime, the movement of low grade lumber and forest products is extremely light, and S. M. Nickey, president of the association, is authority for the statement that there will probably be no return to prosperity among the lumbermen until freight rates are lowered to a point where shipments can move to consuming destinations. This appears to be the quite general view among members of this organization and it is this fact which is doubtless responsible for the confidence they maintain in the outcome of the fight. They do not believe the interstate commerce commission will allow a continuance of rates which are more than the traffic can bear.

Carriers Granted Extension

The Southern Hardwood Traffic Association is in receipt of advice from the interstate commerce commission that the latter has issued orders authorizing the carriers to so amend their rough material tariffs as to provide, on one day's notice, an extension of six months in the time limit on tonnage which will expire, under present tariffs, during the last half of 1921.

The association asked for an extension of one year, but it is thoroughly satisfied with the present order, for the reason that this is the first time in the history of the lumber industry or any other industry that such an extension has ever been granted and for the additional reason that the extension will effect a saving of between \$400,000 and \$500,000 to members of this organization. The extension relieves them of the necessity of having to pay, within the next six months, the difference between gross and net rates on rough materials moving into milling centers.

Transit Privileges Granted

The Missouri, Kansas & Texas, Missouri Pacific, Frisco and Cotton Belt railroads have established at St. Louis and East St. Louis, effective August 15, 1921, transit privileges under which rough materials may be drawn into these centers from points on their lines in Arkansas, Louisiana, Missouri, Oklahoma and Texas, yarded, sorted, dried, manufactured or otherwise rehandled, and then shipped to destination on the through rates applying via these centers. There is a change of two and one-half cents for the stop-over privilege.

The Cotton Belt has advised its willingness to establish transit privileges at Thebes, Ill., as soon as the necessary tariffs can be published, and the Louisville & Nashville has agreed to extend its transit privileges to Cincinnati. It has heretofore agreed only as to Memphis and Louisville, Ky.

The Southern Hardwood Traffic Association, which announces the establishment of these privileges at the points indicated, is making arrangements to secure establishment of similar privileges at other points where its members desire them, in direct line with the policy it announced at the time it won its important victory before the interstate commerce commission in the Memphis, Cincinnati and Louisville cases. Establishment of transit privileges at East St. Louis, St. Louis and Thebes, Ill., is regarded as a direct result of this victory before the commission.

With the Trade

Private Contractor Is Employed

The American Overseas Forwarding Company has employed a private contractor to handle export lumber shipments at New Orleans, according to announcement made by the Southern Hardwood Traffic Association. In addition to unloading this contractor will supervise the counting, see that mates' receipts are clean and that shipments are expedited as much as possible.

The company will charge 3 cents per hundred pounds for this service as against the 4 cents which the carriers have imposed through their tariffs, thus effecting a saving of 1 cent per hundred pounds.

This service will apply on shipments moving on local or port ladings. The railroads do not allow interference with shipments moving on through ladings.

"The American Woods Company"

The extensive domestic trade of the American Lumber Sales Company and the American Woods Export Association has been consolidated under the style of the American Woods Company. The export trade continues under the style of the American Woods Export Association.

The New York office of the company is managed by Nelson C. Brown, formerly trade commissioner for the National Lumber Manufacturers' Association, with G. H. Van Guntch as special sales representative.

The Philadelphia office, 510 Perry building, is managed by C. J. Olsen, formerly sales manager of Edward F. Henson & Co., and recently sales manager of the American Lumber Sales Company.

The Baltimore office, 413 Hanover street, is managed by Geo. H. Clarke, formerly manager for Geo. F. Sloane & Bro., and recently local manager of the American Lumber Sales Company.

The New England trade is handled by an affiliated company, the Portland Lumber Company of Portland, Me.

Hub Company Will Move

Scarcity of timber is given as the reason for the removal of the Rice Fern Hub Company from Marengo to English, Ind., according to William J. Rice, president of the concern. Citizens of English have subscribed for \$35,000 of preferred stock in the company and the plant will be moved from Marengo as soon as an ideal site has been obtained. The plant expects to employ about 100 men.

Korn Company Operate New Mill

In a richly timbered country with a ten years' supply of logs at easy access, the Korn Lumber Company has erected a modern band mill at Sumter, S. C., which is in full operation. In addition a complete logging outfit, including tank type tractors for work in the woods and locomotives for bringing the logs to the mill, has been installed and is operating at capacity. The mill, which has a daily output of 30,000 feet, has excellent shipping facilities, as nine railroad lines radiate from Sumter, which enables the company to handle shipments promptly. In the company's yard are approximately one million feet of manufactured gum, cypress and poplar on sticks undergoing the drying process. The company also has acquired several large tracts of timber adjoining its property.

Ames Will Sell Flooring

W. H. Ames, for many years connected with the M. B. Farrin Lumber Company, Cincinnati, and more recently manager of the oak and maple flooring department, has resigned that position to engage in the wholesale flooring business for himself. Mr. Ames, who will specialize in maple and oak floorings, will cater to the consuming trade in Ohio, Kentucky and Indiana. He contemplates opening an office and warehouse in Cincinnati.

American Tobacco Relinquishes Control

An interesting announcement has recently been made following a meeting of directors of the American Tobacco Co., in New York, it having been decided that the tobacco company will relinquish its 71 per cent stock control in the Mengel Co., of Louisville, through declaring a special dividend of 4 1/4 per cent in Mengel stock to all common and Class B stockholders, it being understood that this will be in addition to the usual dividend of 3 per cent, which will be considered at a meeting later in the month. The stock will be handled on a par basis in declaring the dividend.

This action was taken in connection with an agreement reached between directors of the two companies, and large independent tobacco manufacturers, who agreed that if the tobacco company would relinquish control of the Mengel company they would cancel old agreements for taking tobacco boxes from the Mengel company, which had a year to run, and make up new agreements covering a period of ten years.

Maine Company to Make Flooring

The Jordan Lumber Company of Oldtown, Me., according to advices received here, are about to establish a new line to their business there, namely, the manufacture of hardwood flooring. They are going to compete with a commodity which comes largely from the West. Work is being rushed by the company on the construction of a new dryhouse and a new kiln, which latter is to have three separate rooms, so that three different kinds of lumber may be dried at one time. In preparation for this new line the company last winter cut much high grade hardwood, which was made up into boards at the new mill at Macwahoc.

War Hero Buried with Military Honors

With military honors the body of Sergeant Maurice A. Wall, killed in the battle of Grand Pre, France, Oct. 19, 1918, was interred in its final resting place in Mount Olivet Cemetery, just outside of Buffalo, on July 19. A firing squad from Fort Porter fired a military salute over the grave.

The funeral was attended by a delegation from the Buffalo Lumber Exchange, composed of M. P. Kinsella, chairman; William P. Betts, Harold Hauenstein, Ganson Depew, Fleming Sullivan and H. T. Kerr.

The bearers were John N. Walsh, Raymond D. Sullivan, Edward Callanan, Earl Rafferty, Maurice Welsh and Maurice McKendry.

Sergeant Wall was about 29 years old at the time of his death and was a fearless and fine young soldier. His father, James B. Wall, was a former police commissioner of Buffalo, and his uncle, Maurice M. Wall, was formerly a park commissioner. Both are well known lumber men in Buffalo, and out of respect to them a large number of members of the Lumber Exchange attended the funeral services.

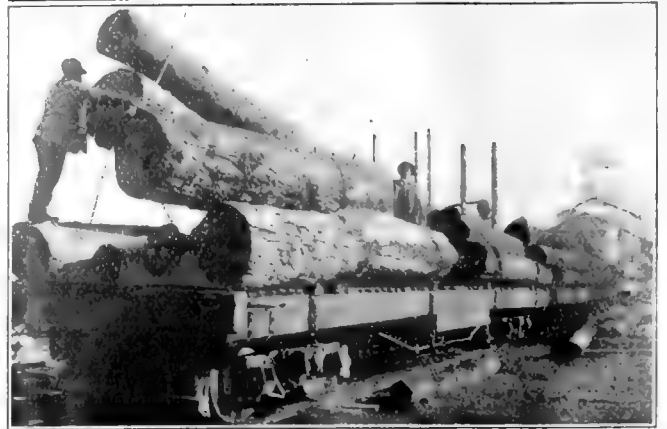
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Frank C. Carnahan at Washington

Frank C. Carnahan, for the past three years traffic secretary of the National Lumber Manufacturers Association, assumed his duties as eastern traffic manager of the Southern Hardwood Traffic Association, with headquarters at Washington, Aug. 1, according to announcement of J. H. Townshend, secretary manager of this organization.

Mr. Carnahan ranks as one of the best known traffic men in the United States because of the wide experience he has enjoyed in handling all traffic matters for the regional divisions of the National Association.

The board of governors of the Southern Hardwood Traffic Association decided, by unanimous vote, some days ago, to engage the services of Mr. Carnahan as Washington representative for the reason that practically all traffic matters affecting members of this organization now come before the interstate commerce commission, making it desirable to have a man on the spot charged with protection of the interests of this organization.

Mr. Carnahan is attached to the executive offices of the association at Memphis and is in no sense manager of district offices, such as those at Louisville, Cincinnati, New Orleans and Helena, Ark.

Mr. Carnahan has been looking after certain rate matters for the association for some time, but his formal appointment as eastern traffic manager did not become effective until August 1.

Export Conditions Slightly Better

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, in discussing export conditions the other day, declared that the foreign situation had changed appreciably for the better. It was not so much, he said, that a free movement had begun to assert itself as that foreign buyers were giving signs of needs which are by way of assuming an imperative form. Mr. Dickson said:

It looks as though the situation on the other side has changed markedly for the better. The buyers there have been persuading themselves that they would get lumber at lower prices if they only held back, but they have found that stocks will not only not become cheaper, but are likely to advance. As yet no important expansion in the movement has taken place, but the outlook is distinctly more favorable to the American shipper, and if the latter can only be persuaded to refrain from shipping on consignment, I believe the buyers on the other side will be brought to terms at no distant period. The reduction in stocks which has taken place in the United Kingdom and elsewhere, despite the heavy curtailment in buying, leaves no doubt that the demand has been held back purposely and that before very long the existing shortage must be made up. It will not be difficult to persuade the foreign users of American hardwoods to place orders as soon as they become convinced that prices will not go lower, and the conditions here constitute an assurance that further declines are out of the question.

Retailers Open Co-operative Yard

The H. H. Giesy & Brother Company, chartered a week ago with an authorized capital of \$500,000, has taken over the wholesale business formerly conducted as a partnership under the name of H. H. Giesy & Brother, Columbus, O. The change is movement for a co-operative wholesale yard, where retailers can easily be served with all lines which are not staple, modeled after the Reserve Lumber Company of Cleveland.

In all about seventeen retail dealers in Columbus and immediate vicinity have taken stock in the new company, several of whom are on the board of directors. The board of directors consists of H. H. Giesy and R. M. Giesy, Sr., of Lancaster; W. C. Smith, Akron; C. A. Dawson, E. Doddington, D. S. Benbow and J. E. McNally of Columbus. The officers are: H. H. Giesy, president; E. Doddington, vice-president; R. M. Lucas, secretary; R. M. Giesy, Sr., treasurer, and C. A. Dawson, general manager.

Fire Destroys M. & R. Office

The office of the Mowbray & Robinson Lumber Company, Eighth and Horne streets, Cincinnati, O., was destroyed by fire on August 2. The loss amounted to \$5,000. Efficient work on the part of the firemen prevented the fire from reaching the lumber yards, to which it was spreading.

Erroneous Rumor Corrected

There recently appeared a report to the effect that the North Vernon Lumber Mills at Louisville had been succeeded by the Mutual Lumber Company. In reply to this, the company's head office, North Vernon, Ind., advises that:

"A year ago last March we sold our Louisville mill and one-half of our land at that point to a company incorporated as the Mutual Lumber Company. This concern is an entirely separate organization and we have no interest whatsoever in their business. Our sale was an out and out sale of the mill, land and one-half the switch. We retained at Louisville about five acres of land, one-half interest in the switch and we yard and re-handle lumber there, from our own mills at Routon, Tenn., and Dyersburg, Tenn., and from other mills in the South as well. We have a planing mill thoroughly equipped with band resaw, band rips, double surfacer, and we have recently installed a moulding machine for the manufacture of special patterns.

"We intend to use Louisville as a concentration point for different loads of lumber, more strongly than ever now that we have the stop-over privilege."

W. H. Harrison Dies Suddenly

W. H. Harrison, one of the organizers, and until a few months ago, vice-president and treasurer of the Himmelberger-Harrison Lumber Company, died suddenly at his home in Cape Girardeau, Mo., on the morning of August 3, from an attack of paralysis. Mr. Harrison was 73 years of age at the time of his death and for over twenty years had been recognized as one of the leading business men of his section of Missouri. In 1900 he was made secretary and treasurer of the Himmelberger-Luce Land &

Lumber Company and in 1902 he became vice-president and treasurer of the Himmelberger-Harrison company, which was organized then. He held this position until he resigned to give his attention to other affairs. Mr. Harrison was a veteran of the Civil War, though he was only thirteen years old when that conflict began. Before the end of the war he joined Co. "H," 133d regiment, Ohio National Guard and was later taken prisoner. This experience so impaired his health that following his release he was honorably discharged from the service on Dec. 15, 1864. He was a native of Ohio having been born in Columbus. Mr. Harrison is survived by the following children, Mrs. Harrison having died eleven months ago: Chas. L., Arthur A. and Robert D. Harrison and Mrs. A. E. Strickler.

Not Ready for Receiver

Hardwood Record is in receipt of a letter from F. L. Hood, general manager of the Hood Chair Company, successors to the Loudon Chair Manufacturing Company, Greeneville and Loudon, Tenn., in which Mr. Hood answers reports that his company has been put into receivers' hands. Mr. Hood says that he has been the majority stockholder for a little over three years, during which time the minority stockholders have caused him considerable trouble, culminating in a lawsuit criticizing the management of the plant. This was done, he says, notwithstanding that under his management the value of their stock increased one hundred per cent. He maintains that in the suit asking that a receiver be appointed if deemed necessary, the point of issue is merely a criticism of salaries paid to officers.

Mr. Hood says his company was "never in better shape financially" and that due to his having successfully put through a deal for the purchase of minor stockholders' certificates he is now the sole owner of the organization.

"Who Is Going to Start This Thing?"

H. E. Christiansen of the General Lumber Company, Milwaukee, Wis., asks the above question in a letter describing the project he is sponsoring for the erection of sixty modest homes in Milwaukee, which, while well constructed, are offered to the purchasers on a basis making it possible for the average working man to absorb the carrying charges and work out his obligation on easy payments.

Mr. Christiansen maintains that it is logical for the lumbermen to sponsor such projects, as they primarily are interested in the return of building, stating further that if each lumberman would get behind such a movement in his own locality, the result would be tremendously beneficial to the lumber industry.

Mr. Christiansen's plan is to offer well-constructed, modest homes built without all of the final refinements, so situated that each house can have a large plot of ground at a nominal cost. In other words, he has located these houses in an outlying section, though easily available through regular trolley service.

These houses are made so as to sell with a half acre of ground for \$3,900, and apparently they are going fast. The idea is a good one and is proving itself through sales.

Important Change in Big Southern Company

It was announced last month that reorganization coupled with change in management had been brought about in the Lamb-Fish interests involving the Lamb-Fish Lumber Company and the Lamb-Fish Hardwood Company of Charleston, Miss. W. B. Burke, vice president and general manager, who has been associated with the organization for fourteen years, and George Land, also for years connected with the company at Charleston, have severed their connections with it.

William Wilms of Chicago will direct the affairs of the company. John Morrow continues as general superintendent of operations and E. M. Dozier, formerly assistant sales manager, is now in charge of sales. No announcement has as yet been made as to the future connections of Mr. Burke, nor as to the active management of the company.

The Lamb-Fish mill is widely known as the largest single hardwood sawmill in the country and is one of the largest and most important units in the southern manufacturing field. Its holdings in timberlands are extensive and its agricultural developments have been truly remarkable for their size and efficiency.

Hardwood News Notes

MISCELLANEOUS

The Indian Head Table Company, Nashua, N. H., has been sold to the White Mountain Freezer Company, which will continue manufacturing tables at that plant.

The Kenton Novelty Company has been incorporated at Covington, Ky., and its product will be lamps and furniture novelties.

At Boston, Mass., the Davenport Bed Company is a new incorporation with \$25,000, being located at 99 Beverly street, and the Union Parlor

Furniture Company, also of Boston, has changed from a partnership to a corporation with \$100,000 capitalization.

Rensselaer Manufacturing Company, Rensselaer, Ind., has changed its name to the Bona Manufacturing Company.

The Chas. W. Fish Lumber Company with headquarters at Elebo, Wis., has opened an office at Syracuse, N. Y.

The Daynite Furniture Manufacturing Company advises that it has moved its offices from Cape Girardeau, Mo., to Room 213 Chateau Trust building, St. Louis, Mo., and that this will place it in closer touch with its factory at Kirkwood, Mo., a suburb of St. Louis, and will facilitate business.

The Hinds Lumber Company has commenced in the wholesale hardwood business at Jackson, Miss. Other incorporations: The American Chair Company, Gardner, Mass., with a \$25,000 capitalization; Sargent Chair Products Company, capitalized at \$50,000 at Baltimore, Md.; the Southern Wood Heel Manufacturing Company at North Little Rock, Ark., capital \$50,000.

CHICAGO

The official report of the twenty-fourth annual meeting of the National Hardwood Lumber Association has been published in a handsome brochure and is now in the hands of the members for filing. The report is printed on fine glazed paper and contains the full minutes of the meeting, which means all reports, addresses and discussions. The center of the booklet carries a two-page picture of the annual banquet and there are also a number of pages of photographs of the officers and directors.

The Lumbermen's Association of Chicago is taking a referendum on the question of establishing a legal department. Voting blanks sent out some days ago are now being received and counted. The plan already has the unanimous endorsement of the directors and it is expected the members will ok it. It is estimated that the cost to the members will be one dollar a year each and the plan is to turn the work over to a prominent Chicago law firm, which will give counsel on all legal matters affecting the association.

The many interests involved, including the public, are daily expecting a decision from Federal Judge K. M. Landis fixing the wages of the building trades in Chicago, according to the agreement between the Associated Builders and the Building Construction Employers' Association. Judge Landis is withholding his decision on the question of wages until the contractors and workers unite on a uniform working agreement.

After having taken a two weeks' course for commercial secretaries at Northwestern University, S. F. D. Maffey, secretary-manager of the Lumbermen's Association of Chicago, is back at his desk.

Among the hardwood lumbermen who recently visited Chicago are: C. L. Wheeler of Memphis, vice-president of the Pritchard-Wheeler Company; R. W. Ricketts, treasurer of the Darnell-Love Lumber Company, Leland, Miss.; E. L. Jones, of Memphis, sales manager of the Memphis Land & Lumber Company; J. M. Whitson of Nashville, Tenn., the Whitson Lumber Company, and S. C. Mengel of the Mengel Company (Inc.), Louisville, Ky.

Mr. Wheeler plans to remain in Chicago until October in the hope of improving his health. He came here to undergo medical treatment.

The Z. & M. Furniture and Cedar Chest Manufacturing Company has recently commenced business at 4151 Armitage avenue, Chicago.

Many of the Chicago lumber companies are among the exhibitors at the Pageant of Progress being held at the Municipal Pier, and the Lumbermen's Association of Chicago also is represented.

CLEVELAND

The J. A. Moffett Mill Work & Lumber Company is planning a \$10,000 addition to its plant in this city.

The Henpie Lumber Company has started doing business in Berca, which will be the headquarters of the firm. A branch plant at Bebeetown, on the Baltimore & Ohio railroad, also will be operated. The company has been incorporated for \$100,000. Officers are: President, C. M. Lemmon; vice-president, R. L. Saylor; secretary-treasurer, F. W. Hennie.

Henry F. Lukens of the Prasse Lumber Company and William H. Leuer of the Lake Shore Saw Mill & Lumber Company, members of the trade for practically all their business lives, died almost within an hour of each other at their homes here July 25. Prior to joining the Prasse company ten years ago Mr. Lukens was connected with the H. M. Hempy & Son Company. He was 59 years old. Mr. Leuer has been associated with the Foote-Leuer Company and the Leuer Brothers' Company before becoming identified with the Lake Shore. He was 55 years old.

BUFFALO

The Allegany State Park, consisting of several thousand acres in Cattaraugus County and extending to the Pennsylvania line, was officially dedicated on July 30. A large number of persons were present from Buffalo and towns near by. The program included addresses by members of the park commission and by Dean Moon of the state college of forestry, Syracuse. In the evening, Seneca Indians entertained the visitors by some of their tribal dances, accompanied by music from a Seneca band.

The park region consists of 65,000 acres, which will eventually all be purchased by the state. It is covered by forests of second growth, the lumber companies having been so active there in former years that the number of big trees is comparatively few. The ground is diversified and



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Of the three controlling factors in Dry Kiln operation—heat, humidity, and circulation—circulation is king. The circulation is your transportation system delivering the necessary heat and humidity to your lumber. If your circulation falls down, or is inadequate and not uniform your drying suffers accordingly.

The largest manufacturers of drying equipment now offer you their services in regard to your lumber drying problems.

*"The Kiln with the Circulation
You Can Understand"*

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**LUMBER — PANELS — VENEERS
COOPERAGE — LAST BLOCKS**



*Largest Factory in the World Devoted to the Manufacture of Air
Moving Equipment*

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga.; Cincinnati, Ohio; Chicago, Ill.; New
York, N. Y.; Philadelphia, Pa.; Rochester, N. Y.; Seattle,
Wash.; San Francisco, Calif.

some of it rise to the level of the Mississippi River. The district is said to be as sparsely settled as the Mississippi valley.

Fire on July 30, 1921, destroyed \$100,000 to the last factory of Odell & Eddy, Arcadia, N. Y., one of the leading business enterprises of the town. Some of the lumber, stored in stacks and blocks were saved.

Members of the hardwood trade were out in full force to attend the outing of the Buffalo Lumber League at the Canoe Club, Point Abino, on July 26. Special arrangements had been made for the ladies and many were in the outing party, which numbered not far from 125. The trip was made by the Crystal Beach steamer at 10:15 a. m., and by smaller vessels from the shore to the clubhouse. Lunch was served about 1 o'clock and the afternoon was devoted to a variety of amusements, chief of which were card playing and baseball. The captains in the latter sport were Harold Hauenstein and C. Ashton McNeil, the latter's side winning by 3 to 2. The battery for Hauenstein was Gimmel, pitcher, and F. Chase Taylor, catcher; for McNeil the pitcher was Porter Hurd and the catcher Walter Sloan. The umpires were C. Walter Betts and City Treasurer I. N. Stewart. Among those at the outing were Councilmen A. W. Kreinheder and Ross Gray.

Plans were filed here recently for the new Hotel Statler, on Niagara Square, at an estimated cost of \$1,000,000. It will cover a whole block and be the costliest building ever erected here. The excavation has been going on for a number of weeks and foundations are now being laid. Other large buildings under way or soon to start amount to about \$1,000,000 more, so that Buffalo will go ahead of its record this year in the amount of new construction under way.

PITTSBURGH

E. V. Babcock, president of the Babcock Lumber Company, is up to his ears in the present political campaign now he is Mayor of Pittsburgh and is taking a very active part. Fred R. Babcock, of the same company, lately returned from a two weeks' rest in the East.

President H. F. Donihoff, of the Acorn Lumber Company, reports hardwood buying very slow, but says that business with the country yards is better than in the city.

The Kendall Lumber Company, according to President J. L. Kendall, is getting some very good business from eastern points. Mr. Kendall believes that buying may improve quite a little during the next month.

Franklin Dickey, secretary of the Pittsburgh Lumbermen's Club, addressed the Pittsburgh Advertising Club at the Hotel Chatham, July 26, on the relations between capital and labor.

The Universal Lumber Company reports about three-fourths of its hardwood business this month is being done with the retail yards. Industrial trade is very slow.

The Monongahela Lumber Company, according to its manager, W. J. Herrington, declares that competition is very keen and that prices of hardwoods are being cut hard as a result.

Nelson E. Bell, who lately resumed business as manager of the Saw Mills Products Company, of 428 Fourth avenue, is hustling hard among his industrial friends picking up what little business in hardwoods is being offered. He finds general inquiry extremely low at this time.

BALTIMORE

The outlook for a heavier demand for hardwoods here as well as elsewhere has been improved by the action of unions in the building trades in proposing a reduction of ten percent in pay to stimulate construction and thereby encourage the freer use of lumber along with all other building materials. There is only one hitch, this being the continued opposition of the bricklayers, who still demand \$1.25 an hour for an eight-hour day; but the expectation is entertained that this obstacle will be overcome. The contractors intimate that the cut of ten percent may not suffice to get building operations started, and it is indicated that a further reduction will be demanded. The prospect, however, is that building activities will not be retarded or altogether stopped by a general strike.

The Magazine Hardwood Company, a corporation controlled by the firm of Richard P. Baer & Co., this city, has discontinued operations at its sawmill near Mobile, Ala., so that both of the plants owned by interests connected with the firm are now closed down, the other mill being at Bogalusa, La. The reason given for stopping sawmill work altogether is that the prevailing prices do not suffice to cover cost of manufacture and distribution. Frank Heim of the firm is on a trip to West Virginia, seeing field representatives and also inquiring into manufacturing operations and, possibly, taking up stocks that are likely to be needed.

Hugh Leary of the London timber firm of C. Leary & Co. was in Baltimore last week, having stopped here in the course of a tour he is making of the various hardwood sections and distributive centers.

R. E. Wood, president of the R. E. Wood Lumber Company, has gone to his Fontana, N. C., sawmill, which is not being operated at the present time.

Complaint having been made about the piling up of lumber on portions of streets here, the municipal authorities have begun an investigation to determine the extent of this practice and whether the latter has been productive of objectionable results. If such is found to be the case, all the permits for such storage may be withdrawn. A chemical manufacturing concern here had complained that the piles of lumber nearby were causing the insurance companies to increase its risk.

CINCINNATI

The Daly Lumber Company, Cincinnati's newest hardwood concern, has been incorporated with a capital of \$10,000. The company, which has opened an office in the Andrews building, will conduct a wholesale business dealing in West Virginia and southern hardwoods. P. F. Reagan is president and treasurer, and Patrick A. Rutledge vice-president. These officers, together with William Marschheuser, M. J. Daly and George H. Rothert, compose the board of directors. Mr. Rutledge was secretary and treasurer of the Buskirk and Rutledge Lumber Company, now the Buskirk-Heyser Lumber Company. Mr. Reagan was traffic manager and in charge of the plank and railroad material department of that same company. Messrs. Daly, Rothert and Marschheuser are now active in the lumber business.

The Ohio Oak and Maple Flooring Company, of which William N. Ames, former manager of the flooring department of the M. B. Farrin Lumber Company, is president, has awarded a contract for the construction of a warehouse for the storage of hardwoods at the southwest corner of Blair and Ridgeway avenues, Avondale. The improvement will cost \$10,000.

Edward J. Maphet, 56 years old, vice-president of the Hay Lumber Company, St. Bernard, died at his residence, 2636 Euclid avenue, of Bright's disease. Mr. Maphet, who was well known in lumber circles here, had been ill several months. He is survived by his widow, a mother and a sister.

Arthur B. Conery, sales manager for the George C. Miller Carriage Company, of this city, was shot and killed by two highway robbers while he was bringing his wife to this city from Connersville, Ind., to show her their new home on Albany avenue, Avondale. The shooting took place at a point on the Middletown Pike, two miles north of Hamilton, O. Police said the crime was one of the most ruthless in the history of the department.

W. F. Gammage of the W. F. Gammage Lumber Company reports some small export business, consisting of one and two car lots, moving direct.

Roy Thompson, president of the Thompson Hardwood Company, has returned from a month's vacation in the East with his family. Mr. Thompson visited practically all of the large eastern summer resorts during his trip.

Joseph Lineham, sales manager of the Mowbray and Robinson Lumber Company, made high score in a golf match held at the Hyde Park Country Club recently by local lumbermen. J. C. West of the West Lumber Company was second and Newell Hargrave of the Kirkpatrick Lumber Company third.

The Morrison Waters Piano Company has been taken over by the Smith and Nixon Corporation of Chicago. B. C. Waters, secretary and treasurer of the Cincinnati concern, in making this announcement, also said that the Chicago corporation would have complete charge of the local factory, which is located at 934 McLean avenue. Both Mr. Waters and F. A. Morrison, president, said that they did not know as yet if they will continue to be affiliated with the succeeding company. The Morrison-Waters Piano Company was organized in August, 1918, and it was during that year the company took over the assets of the Knabe Brothers, who operated a piano factory in Norwood, on the outskirts of Cincinnati. The capital has been increased from \$100,000 to \$300,000.

INDIANAPOLIS

H. T. Griffith, sales manager of the Udell works, makers here of talking machine cabinets, says in regard to business: "That the business machinery of the country is rapidly becoming energized was demonstrated without a doubt by the buying at the Grand Rapids and Chicago markets last month. These two were truly stabilizing markets. Dealers and manufacturers agreed that liquidation was over. Furniture prices have reached rock bottom. In many cases goods were sold to dealers at below actual production costs. Retailers can not expect lower prices.

On the other hand, it is equally true that conditions point to a rapidly quickening demand which soon will overtake the demoralized production of furniture in this country and soon lead to a condition where it will be hard to get goods. There isn't a factory in the country with a surplus on hand. You may find here and there some factories with talking machine cabinets or special lines of one kind or another where they have stock on hand, but as a general condition the manufacturers have been unwilling to work very far ahead of their actual orders.

Retail dealers at the shows report a good six months' business. There was hardly one who did not say that his business up until July was far ahead of what he actually thought it would be. They have been buying from hand to mouth, however, and they must quicken their purchases for fall and winter trade. Many of the dealers went into the market and bought in large quantities. Some of these said that they could see a shortage in two or three months. Others bought for only thirty to sixty days' needs.

"It is pointed out that many dealers this year are making the mistake of merely buying dimensions when the furniture industry as a whole is endeavoring to foster better furniture movement. Price isn't everything in furniture, although every one admits that it is of particular importance this year. The quality of the products by all means should be taken into consideration along with the price."

The LaBelle Manufacturing Company, organized for the purpose of

Manufacturing electrically driven washing machines, has filed papers with the secretary of state, showing a capitalization of \$250,000. The company requires about 75,000 feet of floor space and expects to turn out 20,000 machines a year. As soon as suitable space is obtained the company intends doing business, which it is thought will be in the next few months. Officers of the company are: J. F. Scott, president; H. R. Victor, vice-president, and C. S. Walker, secretary-treasurer.

The Hincer Manufacturing Company at Shoals, Ind., makers of folding chairs and other articles of furniture, reports sufficient orders to keep the plant busy for a long period of time. The company has been in full operation all year.

The Vigo Cooperage Company of Terre Haute, Ind., has filed a final certificate of dissolution with the secretary of state.

EVANSVILLE

D. B. MacLaren, a lumber dealer, who moved from this city to Indianapolis less than a year ago, has returned to Evansville and will in the future make this city his home. He says that while the lumber trade has been rather sluggish during the past several months that he is looking for it to show decided improvement within a short time and he is of the opinion that the country has seen the worst of the so-called business depression.

William S. Partington, secretary and treasurer of the Evansville Lumbermen's Club, has announced that the next regular meeting of the club will be held at the New Vendome hotel on the first Tuesday night in September and he is expecting a good attendance. After that date the club will hold a meeting on the second Tuesday night in each month. Mr. Partington believes that the fall and winter meetings of the club are going to be largely attended this year.

Robert R. Williams, manager of the Indiana Tie Company, whose headquarters are in Evansville, has closed a deal for a large tract of land in Pike county, Indiana, a few miles north of here and will open a strip coal mine within a short time. A number of Evansville capitalists are associated with Mr. Williams in the deal.

Gus Bauman, of the Mabey and Wertz Lumber Company, has returned from a business trip to Memphis and the south. Mr. Bauman is of the opinion that business conditions are going to improve some early in the fall. He says the manufacturers of the south are in a better frame of mind than for a long time past.

Stave mills in southern Indiana, southern Illinois and western and northern Kentucky are running on rather slow time now and in some instances the plants are shut down. Slight and tight barrel cooperage manufacturers in this section also report a dull trade.

Model rooms will be shown at the Indianapolis Industrial Exposition by Indianapolis furniture manufacturers, it was announced today by Miss Eldena Lauter, who contracted for a minimum of 2,000 square feet of exhibit space in the name of the Indianapolis Furniture Manufacturers' Association. The thirteen furniture manufacturers have decided to exhibit together and to employ a professional director to select pieces made in the different Indianapolis factories to be combined in model rooms at the exposition, which will be held in the Manufacturers' building at the State fairgrounds, October 10 to 15, under the auspices of the Manufacturers' Committee of the Indianapolis Chamber of Commerce.

MEMPHIS

Building operations in Memphis during July involved a total of \$1,118,000, representing an increase of approximately \$100,000 over the record for June and marking the largest operations ever recorded for this particular month in the history of Memphis. The increase in the number of residences and apartments constitutes a notable feature of the statistics for this city. There were more residences authorized than during the month of June. There is also some increase to be reported in the number of mercantile and industrial establishments launched here. Daniel C. Newton, building commissioner, is authority for the statement that there is nothing to indicate any slackening in the building boom, which got well under way in June. It may also be noted that reports from the surrounding territory indicate expansion in building activities, a number of towns declaring that they are making substantial progress in this work.

The Kelsey Wheel Company of this city is operating its plant for the manufacture of automobile wheels on double shift and is giving employment to its full quota of men, about 1,100. The management reports that it has orders enough to insure operations on this basis for at least two months as a result of the unexpected activity in the manufacture of automobiles. The sawmill run in connection with the wheel plant is being operated on double shift. The sawmill connected with the body plant, as well as the body plant itself, is idle. There is much satisfaction in business and financial circles over the abnormal activity of the wheel industry here, as the Kelsey Wheel Company is the largest employer of labor in this city.

The Panola Lumber & Manufacturing Company, which purchased the double band mill of R. J. Darnell, Inc., last year, is now operating this plant on pretty full time. This company has a contract for timber with the Darnell interests and this is one of the reasons for the activity at that point. C. M. Kellogg, who is identified with the Panola Lumber & Manufacturing Company and also with the Kellogg Lumber Company, however,

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

WE WANT TO SELL

250,000 feet No. 3 and Better 1-inch mixed Gum
\$15.00 per 1,000

250,000 feet No. 3 and Better 1-inch mixed Oak
\$20.00 per 1,000

This Stock is located at our mill at Reeves, La., is well manufactured, bone dry and in fine condition

ALSO

5 cars Gum dog boards, \$5.00 per 1,000

5 cars Oak dog boards, \$5.00 per 1,000

POWELL LUMBER CO.

LAKE CHARLES, LOUISIANA

DRYING
VENEER
also
Re-drying
"Proctor"
DRYERS
PROCTOR & SCHWARTZ
INC.
PHILADELPHIA, PA.

announces that the mill of the latter at Richey, Miss., where there are no timber contracts, is being operated on full time also. He says he believes that lumber conditions will show marked improvement this fall and winter and reports receipt of orders for fourteen cars in a single day, which is regarded as big for these times. Mr. Kellogg says that orders for "mixed" cars constitute a notable feature of the business at the moment.

The Gayoso Lumber Company of this city reports the sale of 1,200 acres of farm and timberlands on the Obion river a short distance north of Trecevant, Tenn., to the Kline Timber and Land Company. The consideration is not stated. Some of the land is open, but the greater portion of it carries fine hardwood stumpage.

The Ripley Box & Lumber Company has been organized at Ripley, west Tennessee, for the manufacture of wooden containers for fruits, berries and vegetables grown in abundance in Lauderdale and adjoining counties. Part of the machinery has already been purchased and a site has been secured. It is proposed to erect an upstate plant. W. B. Johnson is president, C. C. Anderson is secretary and treasurer, and Rea Johnson is general manager. These gentlemen have had considerable experience in the lumber business.

Advices from Helena, Ark., state that H. T. Tripp, who has been serving the Chicago Mill & Lumber Company there in various executive capacities, left August 1 for Cairo, where he will assume management of the plant of the same firm at that point. It is stated that, in securing this appointment, Mr. Tripp goes back to the plant where he began his services with the Chicago Mill & Lumber Company when a mere lad in short trousers. When he left Cairo he was assistant to Manager Fred Berry. He served the Lamb-Fish Lumber Company for some years and then ventured into business on his own account under the name of the Queen City Box Company at Charleston, Miss. He returned to the Chicago Mill & Lumber Company in 1917 and has been with that firm up to the present time.

The Missouri & North Arkansas railroad, operating more than 300 miles

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS' LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

Are You Marking Time or Killing Time?

Many business men who are complimenting themselves for their ability to "hold their own" right now are destined to be rudely awakened with a realization that they have not been marking time, but killing it. Marking time implies action—action preparatory to movement.

It is hard to prepare if you do not know what you are preparing for. You cannot afford to guess. The Brook-

mire Economic Service gives you definite, accurate, forward advice; our Consultation Department affords you the advantages of having your individual problems individually analyzed and discussed.

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Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
SAW AND PLANING MILLS AT SULLIGENT, ALA.

of railway from Joplin, Mo., to Helena, Ark., suspended operations in toto on August 1, when all trains were discontinued. There were many lumbermen owning sawmills and timberlands along this line that are hard hit by the suspension. Timber is rendered inaccessible in many places because of lack of service and plants are put out of commission for the same reason. Failure of the company to raise a fund of \$150,000 to defray operating costs for a period of three months is given as the reason for the suspension.

The A. S. Johnston Lumber Company, which operates lumber plants at Henning and Ripley, Tenn., announces the installation of similar facilities at Gates, Tenn., because of the notable expansion in building activities in the territory adjacent to the latter point.

The Lumbermen's Club of Memphis tendered a special luncheon to its members at the Colonial Country Club at 1:00 p. m., Saturday, August 6, as well as to all visiting lumbermen who are guests of those identified with this organization. Golf and other pleasures were enjoyed by those who attended. This is the first luncheon to be tendered by this organization since suspension of the regular semi-monthly meetings, early in June.

The interstate commerce commission has ordered the Chicago, Memphis & Gulf Railroad Company, owned by the Illinois Central system, to establish a rate of five and one-half cents per hundred pounds on logs moving over that line, via the Illinois Central, to Paducah, Ky.

This order is in further application of the principle laid down by the commission in the case of the Illinois Central and Yazoo and Mississippi Valley roads, namely, that, where one road is owned outright by the other, the two are one and the same when it comes to the making of rates.

LOUISVILLE

Business with the Louisville mill operating companies is showing some little improvement and several houses are operating their mills. The Louisville Point Lumber Company has in some big stocks of river logs which will keep both of its local mills going until about January. The Edward L. Davis Lumber Company, Wood Mosaic Company, I. B. Wilcox Lumber Company, Holly Ridge Lumber Company and several others are producing some stock. W. P. Brown & Sons Lumber Company have not turned a wheel for some weeks, and may not start before late fall.

Production as a whole is not heavy, while consumption if anything is a little better than it was. However, no really large business is in sight just now, as other than the furniture trade the industrials are not taking any large quantity of stock.

Building operations are showing steady improvement in this section, resulting in better demand for interior trim. "The hardwood flooring manufacturers are not buying much material now, being fairly well stocked on raw material, but are reporting good sales.

At a recent meeting of the Louisville Hardwood Club at Bauer's Park members reported fair sales and appeared optimistic. J. F. Creith of Detroit, guest of the Louisville Point Lumber Co., was present and discussed conditions existing in Detroit.

M. S. Shadburne, of the Louisville division, Southern Hardwood Traffic Association, is spending a two weeks' vacation in Cleveland. Manager J. S. Thompson reports that he is now working up information for use in the general complaint of the Southern Hardwood Traffic Association against excessive freight rates on lumber from thirteen of the southern states.

Lumber interests of Louisville and New Albany are much pleased with results of the efforts of the Louisville division. Southern Hardwood Traffic Association, which has secured agreement of the Southern Railway to restoration of the proportional rate of 3½ cents per hundred on lumber and logs between Louisville and New Albany, instead of 5½ cents.

The Louisville & Nashville railroad has granted a milling in transit arrangement to the Louisville Veneer Mills on logs and lumber made up into built up lumber or compound woods, the company already having milling in transit on veneers.

Box business has continued good with the Norman Lumber Company, but sales of popular lumber have been behind, and its poplar siding business has not been up to anticipation. A. F. Norman, Sr., of this company, was recently quoted at length in a local newspaper, on the housing problem, Mr. Norman stating that there was a big need of small homes, for workmen, and that efforts to enlarge Louisville industrially would be useless until Louisville could offer homes to men coming here with new industries.

Col. E. Vernon Knight, president of the New Albany Veneering Company, at New Albany, Ind., reports that the outlook for the veneering business is much better than for some months past. Good orders were secured at the Chicago and Grand Rapids shows, and additional men put to work.

The Wigginton Desk Manufacturing Company, a Delaware corporation, formerly operated a desk manufacturing plant at Huntington, W. Va., has changed its name to the Kentucky Desk Company, since securing a site at Louisville and arranging for operation here.

In addition to a fine office building, W. P. Brown & Sons Lumber Company has also secured permits for a private garage at the new lumber yards, to cost about \$12,000.

News was received in Louisville on July 30 relative to the Mengel Com-

pany moving its general or commissary store stocks from Mengelwood, Tenn., to its mills at Hickman, Ky., the company having arranged to dismantle the Mengelwood mills, having closed down some time ago.

The Mengel Company has laid up its steamer Sendhole at Hickman for boiler repairs, and has placed the Exporter in service towing logs from Hales Point, Tenn., to Mengel's hardwood plant at Hickman. The Exporter is one of the largest towboats on the Ohio and Mississippi, and for some time past has been towing logs from White River, Ark., to the Mengel mills at Hickman.

NEW ORLEANS

Chris A. Walker, formerly of the Diamond Lumber and Veneer Company of Shelbyville, Ind., has recently been employed by the Louisiana Red Cypress Company of New Orleans as manager of its hardwood department. Mr. Walker, who succeeds H. T. Kemper, has had considerable experience in the handling of southern hardwoods and is considered thoroughly conversant with this branch of the lumber business.

The Bonita Lumber Company, situated at Bonita, La., near New Orleans, has increased its capitalization from \$200,000 to \$500,000. The company has a big hardwood plant at Bonita and expects to increase its operating activities to a large extent by means of the increase in its capitalization.

Two of the largest hardwood lumber orders ever placed for shipment in the southern Arkansas or north Louisiana territory were placed a few days ago when two concerns of the Helena, Ark., region signed up to make a shipment of approximately 1,000,000 feet each. The hardwood market for that region, which has been marking time for several months past, received quite a boost from such orders, which were mostly for oak in Nos. 1, 2 and 3 common.

The Roseland Veneer and Package Company at Roseland, La., has begun the construction of a new logging railway to the northwest, which will make Greensburg, La., the other terminus.

The hardwood plant of Houston Brothers at Vicksburg, Miss., has been closed down temporarily to await an improvement in the hardwood market. Operations will not be resumed until a perceptible improvement obtains, according to announcement of the management.

The Universal Crate Company, Amite, La., through J. J. Dahlstorm, treasurer, has established an office in New Orleans in the Weis building to handle its rapidly increasing business in the city. The plant is situated at Ponchatoula, La., and it manufactures folding crates, of a kind upon which the company has taken out a patent.

The Bailey-Rood Box Company has been organized at Laurel, Miss., and is soon to begin the construction of a \$50,000 box manufacturing plant and planing mill in that vicinity. The management hopes to have both plants completed some time in October. The company will specialize in the manufacture of boxes for the butter industry, but it will also make practically all other kinds of boxes. It will require about 8,000,000 feet of low grade hardwoods annually in the box industry. Officers are: Charles Green, president; J. W. Bailey, vice-president, and R. S. Rood, second vice-president and general manager. Mr. Green is also vice-president and general manager of Eastman, Gardiner and Company and Mr. Bailey is general manager of the Eastman, Gardiner Hardwood Company.

J. B. Edwards, president of Hillyer, Deutsch, Edwards, Inc., of Oakdale, La., and bride spent a few days in New Orleans last week on the return from their honeymoon. Mr. Edwards, though a young man, is known throughout the South for his progressiveness as both a hardwood and pine manufacturer.

The Litcher and Moore Cypress Company closed its logging camp at Fall, La., several days ago for the purpose of catching up with the extra supply of logs on hand. The company is using the time to make a number of important repairs on its logging machinery, especially on its locomotive.

The Sparkman Hardwood Lumber Company has started up its plant at Sparkman, Ark., after having been closed down for several weeks past, during which time the company made a number of important repairs and gave its mill a thorough overhauling.

S. A. McKinney, formerly connected with A. O. Davis, a Shreveport, La., hardwood man, has come to New Orleans, where he has become associated with the Fleming Lumber Company as head of the hardwood department.

General Manager G. A. Walker of the cooperage plant of the Walker Cooperage Company at Newport, Ark., announces that the plant has recently resumed operations and that improvement in the cooperage industry is appearing decidedly certain despite general business depression and the Volstead Act.

With H. O. Cooksey as chairman, a temporary Hoo Hoo club has been organized at Oakdale, La., and plans are being whipped into shape for a permanent organization. H. R. Isherwood, of St. Louis, participated in a preliminary concatenation there recently, at which temporary officers were elected and nine kittens, all of Oakdale, were put through.

TORONTO

A cargo of lumber shipped from Vancouver to Montreal arrived a day or two ago and the lumber dealer behind the enterprise is bringing in another cargo. The enterprise will be watched with interest because of the high freight rates on the transcontinental rail haul and the price-slaughtering of the heavy stocks of lumber held in New Brunswick by foreign governments. So far as the Vancouver-to-Montreal shipments are

Plain & Qtd. Red & White

Even

Color

OAK

Soft

Texture

AND OTHER
HARDWOODS

Soft Yellow Poplar

MADE (MR) RIGHT

OAK FLOORING

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

DELTA HARDWOODS

WHILE THE OTHER FELLOW

HESITATES, YOU MAY GUARANTEE THE QUALITY OF YOUR HARDWOOD LUMBER SUPPLY BY GETTING IN TOUCH WITH OUR SALES DEPARTMENT. OUR OPERATIONS ARE BACKED UP BY AN EXPERIENCED PERSONNEL WITH QUALITY AS ITS WATCHWORD. BUY NOW AND SETTLE THE QUESTION OF YOUR SUPPLY OF RAW MATERIALS WHILE YOU CAN GET THE BEST.

DON'T WAIT! ACT TODAY!

QUALITY
AND
STABILITY

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

Double Band Mills
|| Arkansas City, Ark.

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

...wing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

OFFICE AND WAREHOUSES:
CINCINNATI OHIO

SAW AND VENEER MILLS:
NEW ORLEANS, LA.

BRANCH
SALES OFFICES:

CHICAGO, 39 W. Adams St.
N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

concerned, they will be laid down several dollars a thousand cheaper than rail hauled lumber.

The Long Lumber Company, Limited, has been granted an Ontario charter with power to carry on business as lumber merchants, sawmill operators, etc., with head office at Hamilton, Ont., and a capital stock of \$400,000. The provisional directors are G. H. Long, F. R. Burton and D. G. Webster of Hamilton.

The Hardwood Market

CHICAGO

The increase in inquiries from furniture manufacturing sources is the most encouraging feature of the present hardwood market. A general increase in demand is also noticeable, leading distributors to anticipate continued improvement especially in the buying by the furniture people. The automobile industry is in the market conservatively. The flooring and interior trim manufacturers are even more cautious, influenced no doubt by a desire to await Federal Judge Landis' ruling on the building labor question before making up their minds as to the best policy to follow one of increased or decreased operation.

CLEVELAND

Continuances of building operations, which were expected to be halted by another row between union carpenters and the contracting carpenters' organization, will aid the movement of hardwood lumber into consumption during the remainder of the building season. Such at least is the opinion of leaders in this branch of the trade, following what looks like a settlement in that branch of the building industry affecting hardwood materials. Carpenters are signing independent contracts with contractors, and the latter have taken a stand against unions or those bodies that will discriminate against the individual for signing such agreement. The immediate result is a furthering of building activity, and while hardwood demand has not improved at once, there is prospect that it will yet this year. Automobile and allied interests point out their active season is over for this year, and there will be a waiting attitude until next year shows what it will bring forth. Hence little material moving in that direction. Other manufacturing interests are equally conservative. There is plenty of orders on hand of all kinds with which to meet present

inquiries. While there is no actual change in prices, there is something of a minor tone to the hardwood situation, there being less disposition to share prices.

COLUMBUS

There is a distinct improvement in the hardwood trade in Columbus and central Ohio territory. Buying on the part of factories is better, which, together with orders from retailers, is making a fairly good run of orders. While business is still far from normal, still records for July are from 25 to 35 per cent ahead of the sale in June or May. The tone of the market shows a distinct improvement and it is believed that the worst of the slump is over.

Retail trade is rather steady, which is mostly hand-to-mouth. There is no general tendency to accumulate stocks under present conditions. Retail stocks are not large and in many instances considerably broken. Factories making furniture are placing inquiries preparatory to coming into the market. Furniture concerns had fairly good shows and are preparing to operate their plants with increased working forces. Railroads are also showing a tendency to come into the market, as money from federal sources will soon be forthcoming. Taking it all in all there is a distinctly optimistic tone to the trade.

BUFFALO

The hardwood situation does not improve much, though dealers are expecting some revival in the trade within the next few weeks. The buying is almost altogether in small lots and much uncertainty exists as to prices, though in the better grades some firmness is shown which is expected to become more pronounced as time goes on. Within two months from now, the dealers say, good lumber is going to manifest considerable strength, and present opportunities to buy cheap will be gone.

There is not much activity in any particular wood, though oak and maple are retaining their usual lead. Some advance in red gum prices is reported. Cypress is doing fairly well and quotations are said to be somewhat stiffer. In the flooring trade business continues pretty satisfactory, particularly in oak. More inquiries are being placed and some orders are coming in, though generally small ones.

PITTSBURGH

Conditions in the hardwood business here are rather worse than a month ago. There has been no increase in retail buying. Industrial

(Continued on page 35)

Grand Rapids Makes a New Start

Furniture Market with Its New Designs, New Finishes and New Prices Attracts Record Attendance of Buyers; Oak Comes Back with a Rush

New designs, new woods, new prices, a record attendance characterized the Grand Rapids furniture market for July which closed on the twenty-eighth. The much sought stabilization of prices came with the market, also, so that in general the season was considered very satisfactory. Business done was not, of course, nearly as heavy as that done in the hectic days of 1919 and 1920, but dealers generally bought their needs and the manufacturers who offered new merchandise at rock bottom prices secured practically all the business they had a right to expect, while those who did not get their prices down or who failed to bring out the design that took with the buyers are expecting to do a big business on the road this fall.

The new woods used are exceedingly interesting. Satin wood both of the East Indian and the West Indian varieties has been turned into most beautiful suites by some of the manufacturers. Hardwood was used in one suite by one manufacturer and a beautiful effect was produced. Then the "come back" of oak is such that it is almost like a new wood. Its treatment and the manner of usage bids fair to give it a return to popularity.

Many manufacturers have brought into the country a great quantity of antique furniture picked up in France, Belgium, England, Italy and Spain. The market is showing a great run on this character of furniture. All this furniture, according to the originals calls for oak and it seems not at all unlikely that oak may be in considerable demand before long. More than that, the use of oak in interior finish is popular again so that a new market is opened for it here.

Prices as fixed at the opening of the market remained firm through to the end. Indeed buyers seemed well satisfied with the low prices that had been quoted and expressed the desire only that they become established. No attempt was made to break the market and the prices quoted during that four weeks will probably hold until the next market. In January, however, it is not at all unlikely that prices will rise a bit for the price of lumber threatens an advance and wages have not as yet been cut nor is there any present disposition to cut them much, if any.

New Attendance Record

Attendance in the July season set a new record. The total number of buyers officially registered in the market was 2,265 against 2,244 for the previous high record in July, 1919, and 1,930 for the July season of 1920. The number of lines on exhibition was also greater than ever before, the total running above 500 and many lines were unable to find space in which to show.

The situation has brought the Grand Rapids Market association to a realization of the need for still another exposition building. Most of the Grand Rapids factories display their lines in factory show rooms and there are left six large buildings to accommodate the lines from outside Grand Rapids. These buildings have been crowded full for the last several seasons and this season some of the old lines which had given up their spaces when they thought they were sold up for a year or two ahead were unable to get back and so were also unable to show.

Two buildings are now under consideration as prospective exposition buildings. Also there is a proposal to erect a new one for this purpose exclusively. Just what will be the outcome of the proposals can only be guessed at, but if the next January season shows so heavy a demand for space as the last season did there is little question but that another building will by some means be provided.

Immediately following the close of the market came an announcement of interest to the furniture world. Burt A. Hathaway, for a long time secretary-treasurer of the John Widdicomb Company of Grand Rapids secured an interest in the Estey Manufacturing Company of Owosso and was elected president and manager of the concern. Charles E. Rigley, who for fifty years has been the moving genius of the Estey Manufacturing Company, celebrating that half century event last July Fourth, made the announcement in the change of management. Mr. Rigley still retains controlling interest in the company but both he and his son, Charles E. Rigley, jr., will retire from active participation in the management of the company. The John Widdicomb Company at the same time announced that for the present, at least, there would be no change in the personnel of the management of that plant.

Change Wins Success

Not a little interest was manifested in the market in the success of the new Grand Rapids Furniture Shops. This is the former John D. Raab Chair Company bought last spring by Martin J. Dregge, J. Hampton Hoult and others who also control the Luce Furniture Company and the Stone-Hoult Company. The Grand Rapids Furniture Shops changed the line completely, going into the manufacture of living room and hall furniture. This furniture is being cut in quantities and turned out as medium priced merchandise. The prices quoted on the line in the July market, however, were far below medium prices and the result was that the factory did a tremendous business, getting off to a flying start which seems to spell success for the new line and the new management.

Grand Rapids manufacturers as a result of the July market will have plenty of work to keep the factories running to capacity until the January market opens. Some of the outside factories did not do as well but expect to make up on the road what they failed to do in the market. Dealers showed an inclination to buy. They were demanding new furniture at low prices but when they found these two elements they were not at all slow in placing their orders. Most of them declared their feeling that business was going to improve during the fall and that by next spring the rise in business would be most pronounced. They are ready and willing and anxious to prepare for this situation and the furniture manufacturers who did not get all the orders they may have desired in the market feel certain they will be able to make good on the road.

The Hope Veneer company has been incorporated at Hope Villa, La.

At Butternut, Wis., the veneer plant completed last spring, is now operating, with Theodore Ross as manager. Mr. Ross was formerly at Park Falls.

The Charles Kaiper's Sons Company, furniture manufacturers of this city, will establish a branch factory in Covington, Ky. The company has leased a three-story building on Greenup between Second and Third streets. Officers in the furniture concern said that they would take possession of the building in the near future and refit it for their use.

The Bacon-Underwood Veneer Company, of Sockton, Ala., announces a change in their name to the Bacon-McMillan Veneer Company. All stock and management remain as heretofore.

Strength of Screw Fastenings in Plywood

If the screw fastenings in plywood construction are to be as strong as the plywood itself, it is important to adapt the size of screw, spacing, and margin to the particular species and thickness of plywood used. Tests made at the Forest Products Laboratory have shown that the commonly-used plywood species may be divided into the following groups, all woods in any one group requiring the same screw fastening to develop maximum strength.

GROUP 1

Low Density

Basswood	Hemlock
Cedar, Spanish	Pine, sugar
Cottonwood	Pine, white
Cypress, bald	Poplar, yellow
Douglas fir	Redwood
Fir, true	Spruce, Sitka

GROUP 2

Medium Density

Ash, black	Hackberry
Ash, pumpkin	Magnolia
Elm, white	Mahogany
Gum, black	Maple, soft
Gum, cotton	Sycamore
Gum, red	Walnut, black

GROUP 3

High Density

Ash, white	Cherry, black
Beech	Elm, cork
Birch	Maple, hard

The screw sizes, margin, and spacing for use with each species and plywood thickness will be found in the following table. The gauge is the smallest that can be used with the thickness specified and not cause failure through breaking of the screw when the full strength of the plywood is developed. The length of screw is the shortest which will prevent the screw from pulling out before the full plywood strength is reached. The margin is the smallest distance from edge of hole to edge of plywood which will insure against failure by shear. The spacing is the distance from center

to center of screw holes which gave maximum strength per linear inch.

Size and Spacing of Screws for Maximum Strength in Plywood

Species of Plywood	Thickness of plywood (inches)	Gauge (inches of screw)	Screw length (inches)	Species receiving point	Margin (inches)	Spacing (inches)
Group 1	3/20	4	1 1/2	5/8	1/2	3/8
	3/24	5	1 1/2	5/8	5/8	1/2
	3/20	6	5/8	3/4	5/8	1/2
	3/16	7	5/8	3/4	5/8	5/8
	3/10	9	3/4	1	3/4	3/4
Group 2	3/8	11	1	1 1/4	3/4	3/4
	3/30	5	1 1/2	5/8	1/2	1/2
	3/24	6	5/8	3/4	5/8	1/2
	3/20	7	3/4	7/8	5/8	5/8
	3/16	8	7/8	1	5/8	3/4
Group 3	3/10	10	1	1 1/4	3/4	3/4
	3/8	12	1 1/4	1 1/2	3/4	7/8
	3/30	6	5/8	3/4	1/2	1/2
	3/24	7	3/4	1	5/8	5/8
	3/20	8	1	1 1/4	5/8	3/4
	3/16	9	1 1/4	1 1/2	5/8	3/4
	3/10	11	1 1/2	1 3/4	3/4	7/8
	3/8	13	1 3/4	2	3/4	1

About equally good results were obtained with flat-headed screws without washers and round-headed screws with washers. Round-headed screws without washers proved an inferior means of fastening. The spacing given in the table is for screws in a single row, but staggering is recommended wherever possible.

In the tests the size of frame members to which the plywood might be attached was necessarily a secondary consideration, and the block of wood in which the screw points were held was simply made large enough to prevent failure occurring in it. Until further information is obtained, designers must take particular care that the frame is not split or weakened through the use of the size of screw and the spacing necessary to make the fastening as strong as the plywood.

Care and Use of the Hygrometer in Kiln Drying

The correct use of the hygrometer is of vital importance in the interpretation and consequent regulation of kiln conditions. Drying conditions altered because of a false conception of the conditions present often result in honeycomb and other highly detrimental degrade. Several basic practices are suggested by the Forest Products Laboratory for the proper handling of hygrometers.

Calibration: Hygrometers should never be assumed as registering the correct reading until their accuracy has been established. It is not at all unusual for a thermometer to register a few degrees higher or lower than the true temperature. Each thermometer of a hygrometer should be checked against a standard thermometer of known accuracy over the range of temperatures anticipated in its use. Corrections for the several temperatures may thus be determined if inaccuracy exists. Checking should be done with the bulbs of the standard and the tested thermometers close together and in the same medium and temperature of medium. The correction factor for a thermometer at a certain reading being known, it is simple enough to determine the true temperature.

Filling and Care: Hygrometer reservoirs should be filled with pure water only. The open-top type of reservoir is easily filled, but the inverted-tube type often presents difficulties. The latter type may be filled if submerged horizontally in a pail of water with the water level slightly above the well opening. Other methods of filling such a tube are by means of a wash bottle or small bent-

stem funnel. In any case the body should be dropped below the mouth level.

It is important that the silk or muslin covering of the wet bulb be kept in good condition at all times. At least a small amount of solid material is always left in the meshes after evaporation, and sooner or later such a deposit impedes the transfusion of moisture. It is because of this that pure or distilled water should always be used in the reservoir and that the wick should frequently be changed.

Placing the Hygrometer: The hygrometer should be placed at the exact points where information as to conditions is desired. Do not place it near a door or a wall, or where it will be subjected to direct radiation from the heating coils, as conditions at these points are probably not representative. To obtain representative conditions take an average of several readings in different parts of the kiln.

Taking the Readings: In reading the wet-bulb thermometer care should be taken that there is sufficient air circulation to give the maximum evaporation rate from the bulb covering. At low temperatures, i. e., up to 120 degrees, F., there should be an air velocity of at least fifteen feet per second. At the higher temperatures this rate is not quite so essential. A thorough fanning of the air about the wet bulb is usually required. The lowest wet-bulb reading for any air condition is the one desired.



A BIT OF HISTORY

RECENT research discloses some altogether wonderful, almost startling, facts relative to both Plywood and Veneer.

The principle is as old as the oldest records of mankind. Egypt knew it and practiced it well. Old King Rameses had his special household furniture and cabinets built of Plywood as far back as the year 1250 B. C.

The *Bureau du Roi*, the most wonderful piece of furniture in all history, was built of Plywood. Napoleon's private writing desk, carried with him on all his marches and called his "*cabinet de campagne*" was made altogether of Plywood.

These facts are interesting and instructive, but not sufficient. The modern, up-to-the-minute manufacturer wants something more—something in the present tense—something he can cash. And right here in New Albany, we have it for him, in what we venture to claim is the most scientifically exact Plywood Plant in America. We say this because we believe it's true. Our best thought and our best efforts have been spent to make it true.

FOR instance, we might have been content to follow the crowd in making the old style face veneer joint with the ordinary four bit cutter head, but we wanted "a better joint." We got it, and our customers have blessed us ever since.

We originated the sixteen bit cutter head for a veneer jointer, and Herman Fletcher, the old tool maker of Louisville, made our first head by hand from solid tool steel, and the joints made by this sixteen bit cutter head were real-for-sure joints—the same kind of joints we are making today.

WE have originated many other improvements of equal importance to Plywood users, which we are going to tell you about from month to month.

We want our customers and our friends to know the real inside of what we are doing in New Albany to make Plywood the most extensively useful and most highly serviceable product of its kind in the world.

This is the first modest introduction of our series of *educational advertisements* on Plywood to appear before the year is out, right here in the *Hardwood Record*.

New Albany Veneering Company

E. V. KNIGHT PLYWOOD SALES CO.
SALES AGENTS NEW ALBANY, IND.

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WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT"



WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT"

"The Cabinet—A Superlative."

RIISING TIDE FOR AMERICAN WALNUT

The steadily rising tide of public interest and public faith in genuine American Walnut furniture has developed to the point where buyers are insisting that *their WALNUT be ALL WALNUT.*

Furniture manufacturers will profit by this sales barometer and plan their production of American Walnut furniture accordingly.

It is a very practical assurance of quick moving stock and satisfied customers.

Our National campaign of advertising is featuring this slogan—

"BE SURE YOUR WALNUT IS ALL WALNUT"

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION
ROOM 1024 616 SOUTH MICHIGAN BOULEVARD CHICAGO

Evansville Furniture Plants Busy

Furniture manufacturers at Evansville, Ind., continue to take an optimistic view of the situation and believe that it is only a question of time until there is a big improvement in trade. Most of the large furniture, chair, desk and table factories of that city are still being operated on an average of 50 hours a week or more. A few days ago the plant of the Wemyss Furniture Company started to run on a 54 hours basis. Edward Wemyss, manager of the company was in the Chicago market and secured a nice line of orders, most of them being from the east and as soon as he returned to Evansville he gave orders for the plant to work 54 hours a week. Things are now humming at this plant. The other Evansville manufacturers who secured business at the Chicago market are speeding up their plants and turning out the furniture in order to fill orders promptly.

The Evansville manufacturers are looking forward to their semi-annual stove and furniture market that will be held August 29 to September 3, and they believe that the sales will be quite satisfactory and that the retail trade will be greatly stimulated by the holding of this market. The committee on arrangements is now busy sending out literature advertising the market.

The European market for desks made in Evansville is showing decided signs of revival, according to officials of the Globe-Bosse-World Furniture Company, which ships its product world wide. Early in the year the factory had a brisk demand from London, but the unfavorable status of the foreign exchange has been holding the foreign demands in check, the officials say. With solution of the war debt payment problem seemingly nearer, foreign buyers are again evincing an interest in United States made goods, it is pointed out. In shipping desks to Europe, the desk factory at Evansville ships them in sections, or knock-down form. About 200 desks can be shipped in this form in a single car.

Announcement was made a few days ago to the effect that Harry W. Sabel, who for a number of years has been secretary and manager of the Evansville Furniture Company, has resigned and had gone to Louisville, Ky., where he had purchased the plant of the Evansville Box and Crate Company. He has taken charge of this company and will move his family from Evansville to Louisville at a later date.

Work is progressing nicely on the new plant of the Caldemeyer Furniture Company at Evansville. This is a new concern for that city and is composed of Evansville capitalists. Although it will be the smallest furniture factory in Evansville, quality products are to be manufactured there. It is expected that the plant will be in operation within a short time.

George O. Worland, manager of the Evansville Veneer Company is of the opinion that the fall will bring in a larger volume of business than the summer months have. He says the furniture trade is going to get better and this will naturally help the veneer business to a large extent. The plant of the Evansville Veneer Company is increasing its yardage and has enough logs in the yard at the present time to cut 100,000,000 square feet of veneer.

Leaves \$5,000 for a Fountain

The will of Julius Joseph, a furniture manufacturer at Shelbyville, Ind., who died a few weeks ago, was recently probated in the Shelby Circuit Court. The estate is estimated to be worth \$150,000. The bulk of the estate is bequeathed to his widow, Mrs. Millie Kahn Joseph, with the exception of several bequests to public institutions, the largest of which is for \$5,000 for the erection of a fountain to be known as Joseph's fountain which the municipal corporation of Shelbyville is to erect in the center of the public square.



Know that your raw material is right and will be delivered promptly

The operations of the Wood-Mosaic Company function with precision because every step has been part of a well-conceived plan. The basic thought is a plant for each type of production. Thus, every foot of Wood-Mosaic hardwood lumber and veneers in walnut, oak and poplar is produced in a plant designed especially for the manufacture of each class of product.

This holds from the logs, which are the careful selection of a trained corps of twenty timber buyers, through the final operations of handling the manufactured product, special equipment having been provided for each unit of manufacture so that the lumber and veneer product may be always correctly dried and further prepared for consumer's use. We solicit the opportunity of demonstrating the value to you of such an organization.

WOOD-MOSAIC CO.

[INCORPORATED]

LOUISVILLE, KENTUCKY

Chicago Representative:
GEO. W. STONEMAN & CO. . . 845 West Erie Street

Grand Rapids Representative:
HECTOR ROBERTSON . . . 232 Lyon Street, N. W.



How Many Feet of Panels Do *You* Get from a Thousand Feet of Veneers?

FOR two generations Bachman has been supplying veneers that will lay fifty per cent over the average. That is no boast—there are five sound reasons why we can do it year after year:

- (1) Our logs are **absolutely** all from Indiana—hence no costly defects in the veneer.
- (2) We use no flitches except our own manufacture. Thus we are able to carefully select our veneer logs.
- (3) All veneers are cut **full thickness**. This gives plenty of wood for sanding and minimizes breakage in handling.
- (4) The sawed stock is so smooth that it can scarcely be told from sliced.
- (5) Our stock is never either sorted or picked over.

Our cut runs principally 1/16" and 1/20" quarter-sawn white oak, but includes sliced quartered oak; sliced walnut and butts and sliced gum. We are now able to offer to careful buyers the same old-fashioned service that has been the pride of our business for two generations.

Do you wish a place on the list? Write

F. M. BACHMAN COMPANY
INDIANAPOLIS, INDIANA





Our organization is backed by a tremendous supply of carefully selected timber. The tote shown above carries 900,000 feet of hardwood logs cut from our timber and destined for our mills.

Veneers and Plywood

In stock sizes—also according to specifications.
Walnut, Mahogany, Quartered and Plain Oak,
Gum, Birch, Ash, Plain or figured Yellow
Pine, Cottonwood, Sycamore and other woods.

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

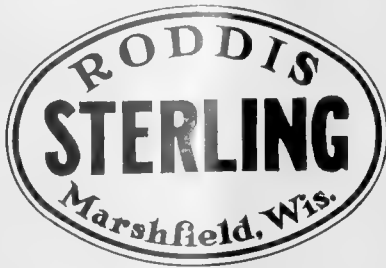
Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880
ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years



HIGH GRADE PLYWOOD

Tops **Fronts**
Backs **Bottoms**
Stock Pane
Trunk Stock & Hangers

REPRESENTED:

GRAND RAPIDS, MICH...F. K. TINKHAM
CHICAGO, ILL.....G. M. PALMER
ROCKFORD, ILL.....K. E. KNUTSON

Send us your inquiries

Roddis Lumber & Veneer Co.

27 Years at Marshfield, Wis.

PURCELL

Are You Interested in the Following Exceptional Values in High Grade Walnut?

1s & 2s, all 6' & 7' long
 4 4, 5/4 & 6 4

1s & 2s, all 8' & 9' long
 4 4, 5 4, 6 4 & 8/4

Selects . . . 4 4, 5 4, 6 4, 8 4

No. 1 Com. . . 3 8, 1 2, 5 8,
3 4, 4 4, 5 4, 6 4 & 8 4

No. 2 Common
 4 4, 5 4, 6 4 & 8 4

ALL STEAMED AND 10 MONTHS ON STICKS

Mills and
Offices
Kansas
City,
Kansas

FRANK PURCELL
WALNUT LUMBER CO.

A Ranking Name in Walnut for Many Years

WALNUT

How Much Steam for Your Dry Kiln?

One seldom hears the word economical applied to dry kilns and their operation. Today the cry is for greater and still greater efficiency—kilns that will dry the lumber in the least possible time; methods and schedules that will reduce warping, checking and similar troubles to an irreducible minimum. When these desirable features have been secured, every one, from the factory owner or manager down, pats himself on the back and appears to be well-satisfied.

It is only natural to suppose that efficiency and economy go hand in hand—that when efficiency has been secured the kiln is on an economical basis. If results are the criterion, or we judge solely from the time required to reduce the moisture content, the quality and condition of the stock as it comes out, a moment's thought will be sufficient to convince one that this need not be so. A kiln might be operated so as to secure almost ideal results, yet might be consuming twice the quantity of steam that it would require if properly constructed and equipped and the equipment all working satisfactorily. In dry kiln operation we are all too prone to judge solely by results and forget all about costs.

Steam engineers have established the figure \$1.75 as the basic cost of 1,000 lbs. of steam. Of course this figure will vary in different plants, due to varying conditions, and in many instances will be found to be much too low. If a drykiln consumes, say 75,000 lbs. of steam per day, where 35,000 lbs. could and should give the same effectiveness, then, regardless of the results secured, it can hardly be said to be on an efficiency basis, and certainly not on an economical one, for on the above basis over \$50 worth of steam is consumed daily from which no return at all is secured. How much steam is your drykiln consuming?

In this article I will not touch on the operation of the kiln, or the fact that a careless or ignorant operator may leave a run in for hours and even days longer than is necessary. I will also disregard the time factor in loading and unloading, for considerable time and money may be saved or lost in this simple operation, and will deal briefly with certain factors that reflect directly on the steam consumption per day or run. Steam losses or excessive steam consumption may be due to a number of causes, such as loss of heat from radiation or poor construction, or to the fact that the steam may be rushing through the kiln without giving up its heat.

In the modern double-walled brick or hollow-tile drykiln the loss of heat by radiation need not be considered, but one often finds kilns of wood construction where the walls are single-ply sheathing, with an odd knot-hole to aid in its ventilation. In such a kiln—and there are many such—the loss of heat by radiation is a considerable item. It should be remembered that this loss is going on steadily, night and day, as long as the kiln is in operation, and that this attempt to heat the surrounding atmosphere is costing hard-earned money. In constructing or remodeling any type of kiln, every effort should be made to insulate the walls and roof so that all the heat generated may be kept at work removing the moisture from the lumber. The saving thus effected will amply repay for any time and expenditure involved.

Another source of heat loss is the method of ventilation—the size and location of the ventilators and air-ducts. Too entirely too many, a drykiln is merely a room or rectangular building with a few pipes on the floor or along the walls, and perhaps a ventilator

(Continued on page 46)



WHAT does it mean to you as a buyer to have implicit confidence in the source of your most important raw material supply? For instance, all informed buyers recognize the true superiority of northern grown hardwood lumber and veneers—the product in which we specialize. Big customers stay on our books for years because it is easy for them to determine that we never have cut anything but the genuine northern grown logs in oak, walnut, maple, ash and other major species. The same sincerity maintains with our rotary cut poplar offering. And withal is that correctness of manufacture and honesty of contact with customers that has been the bulwark of this business for over a half century. It will profit you to know us better.

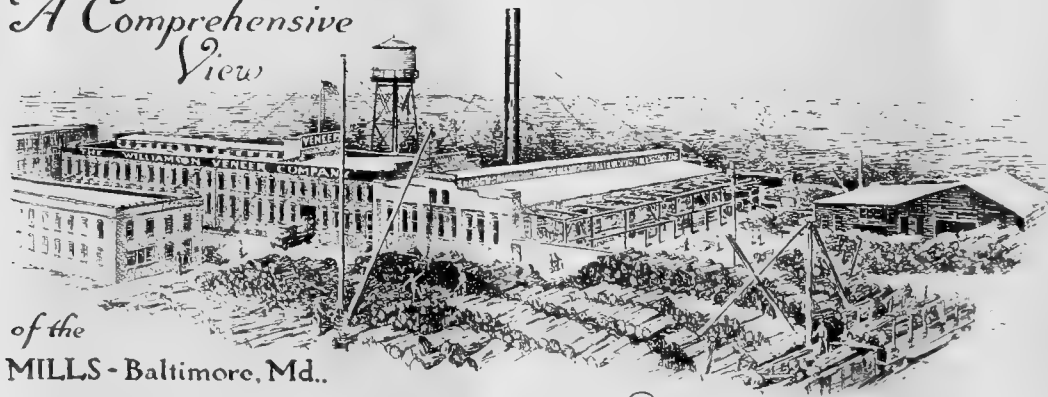
HOFFMAN BROTHERS CO.

FT. WAYNE, INDIANA

WE would like to take all of our customers over our plant in Baltimore. We know it would interest them to see *how* we produce **QUALITY VENEERS** in Walnut Butts, Mahogany, Burls, Long Walnut, Oak, Poplar etc.

A "Personally conducted tour" being out of the question, however, for more than a limited number we will try to give an idea of the plant by means of a series of pictures.

A Comprehensive View



of the
MILLS - Baltimore, Md..

Sales-Branches:

709-Sixth Ave., NEW YORK CITY,
28-East Jackson Boulevard, CHICAGO,
JAMESTOWN, N.Y.-HIGH POINT, N.C.

The
WILLIAMSON VENEER CO.

— Do you need — **THICK WALNUT?**

**We Have It—5/4 inch to 16/4 inch
ALL F.A.S.**

This stock contains a very good proportion of 10" and up wide and is all dry and under enclosed shed.

We offer ample supply of this scarce item and guarantee that it is practically all from the world famous Central Illinois walnut belt where we have been operating for two generations. It is perfectly manufactured and cared for.

Our full supply of all other grades and thicknesses from 4/4" up makes it convenient to ship the thick in mixed cars—a real service under present conditions. With absolutely no walnut logs being put out there is no chance that this supply can be materially increased; and as our stock represents the large part of all that is available in thick walnut, we earnestly advise that you get your share promptly.

**LANGTON
LUMBER CO.**
PEKIN, ILLINOIS

PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK **183** (R. U. S. P. O. F.)

Our progress has been made possible because the majority of the glue using trade was alive to the opportunity of PERKINS QUALITY and PERKINS SERVICE.

Process and Product Patents covering Perkins Glue were granted July 1st and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and Gen. Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, INDIANA

(Continued from page 42)

or two to induce circulation. The size and location of such ventilators is given slight consideration, except that they are made large enough to handle a sufficient volume of air. Thus one often finds large open air-ducts under the pipes, and large open ventilators in the roof or upper walls. The result is that an excessive quantity of steam is required to maintain an adequate temperature, for too great a quantity of cold air is taken in and too much warm air is allowed to escape. I have been in kilns where a few holes in the roof, and similar holes under the pipes, was the method of ventilation adopted.

The question of ventilation is a rather involved one, for not only must an adequate circulation be secured, but it should be secured with a minimum loss of heat. The size, location, type and control of ventilators and air-ducts must be given careful consideration.

Another important feature in kiln construction is the type and fit of the doors. The ideal door is a tight-fitting, solidly constructed, three-ply wooden door, hung on smooth-running carriers. A door of this type is heat-proof, in that little, if any, heat escapes through the joints, and it may be opened quickly and rolled out of the way. The canvas curtain, however, seems to find favor in many localities. A good double canvas curtain, held in place by battens, makes a very satisfactory door, but a large quantity of heat will escape through a single-ply curtain or a light, loosely-fitting wooden door. Single-ply curtains are often found with holes and rents, which cannot help but reduce the temperature of the kiln; this indicates carelessness and inefficiency. A person might as well throw a few dollars away each day as continue to operate a kiln with poorly-fitting, leaky doors or curtains.

Another drawback encountered with poor doors and badly-designed, poorly-located ventilators, is that to a certain extent the control of the kiln is taken out of the hands of the operator. He

(Continued on page 48)

YOU WILL not appreciate the Mengelgrade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY

INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

"Finest"

1903-1921

TOPS, PANELS AND OTHER PLYWOOD

ALSO

HIGH GRADE FLUSH DOORS

Quality is produced by using the best materials, scientific construction, modern equipment and careful attention to details.

Capacity—Our plant is recognized as one of the biggest of its kind in the country. We are fully equipped to make anything you want in plywood and give you prompt service on your requirements.

Experience—We have been making plywood for many years and careful training has brought the efficiency of our help to the highest standard.

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch than that found on our Timber Holdings. Send a trial order for a crate or a carload, and we are confident you will forward repeat orders without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. Get Our Prices

The Northwestern Cooperae & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

(Continued from page 45)

may set his valves and secure the drying conditions he has in mind, only to find, a few hours later, that a change in outside temperature or a change in the direction or velocity of the wind has upset all his calculations. A kiln, to give satisfactory, uniform results, should at all times be under direct control of the operator. This can only be secured when it is entirely independent of outside conditions. Needless to say, such conditions do not obtain when light or poorly-fitting doors are used.

While on the subject of kiln doors, have you provided a smaller door into each compartment, for the use of the operator? To operate a kiln with any certainty of success, the operator must know the condition of the stock and conditions in the kiln at all times, and this means frequent trips into the kiln. If, every time the operator wants to go into a compartment, he must open the large door, think of the amount of heat which escapes each time it is opened. If a small door were provided, one that could be

opened and closed quickly, and which would not allow so large a volume of warm air to escape when open, a large part of this loss could be averted. It might also result in closer supervision, for an operator would feel more like running into a kiln if he did not have to move a big, cumbersome door every time he wanted to enter.

Every kiln should have a steam-trap in the return line, to allow the condensation to run back and at the same time keep the steam from blowing through. Even though a trap is installed, there does not seem to be any way of making sure that it is working properly at all times. Instances could be cited where the trap was permitting practically a full head of steam to flow past. Again, the globe valves on the by-pass pipes may not seat properly, permitting steam to escape. Such irregularities can account for a large amount of steam in the run of a day, often as much as 50 per cent of the total requirements of the kiln. It is not sufficient that such installations be made—the steam-trap and by-pass valves should be inspected often, to make certain that they are functioning properly, and a record chart kept. Daily tests are best, but at least a thorough inspection should be made once a week. If steam is worth anything at all, it is worth conserving and utilizing to the utmost.

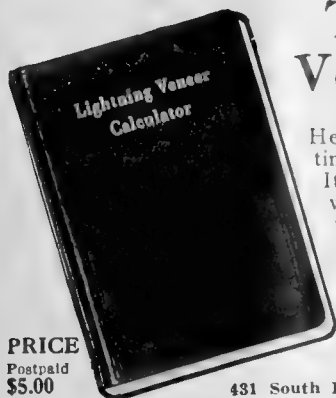
Some one may ask how they can check up and ascertain whether their kiln is on an economical as well as efficient basis. This is a very difficult question to answer. They will probably have to consult a dry kiln expert or a practical steam engineer and find out how much steam is required to maintain a certain temperature in a kiln of a certain size, with so many feet of pipe installed, using live or exhaust steam at such and such a pressure. Such a problem is not so difficult for a practical steam engineer. When the amount of steam required is known, it simply resolves itself into a case of determining how much steam is being fed to the kiln. This can only be accomplished by metering the flow of steam being fed to the kiln or checking up the steam consumption through the process of elimination. There are a number of practical meters on the market for this purpose.

If steam is worth \$1.75 per 1,000 lbs., it is worth while being sure that it is all being utilized. How much steam is your kiln wasting?

Plywood Is Chief Material Used in British Flying Boat

The description of an all-wood hydro-aeroplane, recently carried in the Manchester (England) Guardian Commercial, is of interest here because of the fact that a plywood, known in England as consuta plywood, was the chief material entering into the construction of the flying boat. This plywood was used for the fuselage, hull and wings, no fabric having been employed in the construction of the boat. That this construction is a success has already been demonstrated in private trials by the makers, S. E. Saunders & Company, Ltd., East Cowes. The machine is a large one with a wing spread of 68 ft. 3 in., and is capable of a speed of 42 to 110 miles. It is regarded as a good vehicle for trips between various towns along the coast of England as well as between British ports and cities on the Continent. The boat is amphibian in that it can ascend and light with equal facility on land or water. The following is a description of the plywood used in the construction of the machine:

"The consuta plywood has developed from the copper-sewn methods of boat construction. Messrs. Saunders have used it for twenty years in motor-boats, life-boats, and boats of all descriptions. The plywood is made up of layers, arranged with the grain non-parallel, cemented together, and then lockstitched. The stitches run lengthways in rows of 1/4-inch pitch, and may be counter-sunk, so that a smooth exterior is possible. It is manufactured in sheets 8 feet wide and up to 60 feet long, and in thicknesses from one eighth up to five-eighths.



The Lightning Veneer Calculator

Will Pay for Itself in a Day

Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

ORDER A COPY NOW

and eliminate the unnecessary, complicated and cumbersome work of calculating veneers.

AMERICAN LUMBERMAN
CHICAGO

431 South Dearborn Street

PRICE
Postpaid
\$5.00

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS

THIN LUMBER SPECIALTIES

BIRCH DOOR STOCK

MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Plywood & Veneer

We Make Panels to Your Dimensions in Any Thickness or Wood.

ALSO

Carry Stock Size Panels for 1 and 2 Panel Doors, Wainscoting, Cabinet Work, Drawer Bottoms and Case Backs, for Immediate Shipment.

WRITE FOR COMPLETE PRICE LIST

Birch Veneer

1/20 inch—1/16 inch—1/8 inch

ONE CRATE OR A CARLOAD

GEO. L. WAETJEN & CO.
MILWAUKEE, WISCONSIN

"CASCO"

WATERPROOF GLUE

MIXED COLD — USED COLD

Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



A COE AUTOMATIC ROLLER VENEER DRYER

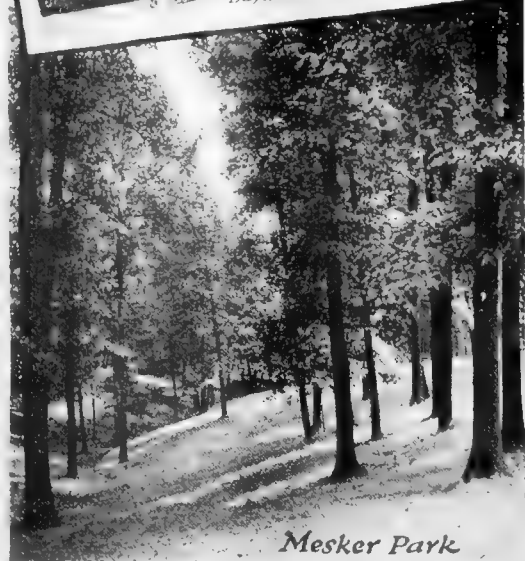
in operation in the plant of the Breece Manufacturing Company, Portsmouth, Ohio, where the celebrated "Breece Table Top" is made.

They say: "It is indeed a pleasure to watch this Dryer operate."

It is noted for: *Its satisfactory service; Its labor saving; The high quality of its product*

THE COE MANUFACTURING COMPANY
PAINESVILLE, OHIO, U. S. A.

WE BUILD ALL THE MACHINERY FOR A VENEER PLANT

Sunset Park*Bayard Park**Mesker Park**Garvin Park Lake*

Evansville

is substantial and progressive and we are proud of our city.

We are proud of our plant, our product, and our reputation.

A repetition of merit, service and quality together with a capacity to serve made us—what we are.

Evansville Line

Quartered Oak

Sliced Walnut

Figured Red Gum

Plain White Oak

Rotary Cut Gum

THE
Evansville Veneer Co.

MANUFACTURERS OF

VENEERS.

EVANSVILLE, IND.

Garvin Park Entrance

(Continued from page 34)

buying is probably slower than July 1. There is no business to speak of from the implement and furniture concerns. Buying on the part of the automobile corporations keeps up well considering general business conditions. It is expected that there will be considerable buying done by the glass companies next month to get them ready for their promised start in September. Mining business is extremely slow. The steel business is down at the zero mark in most places and these companies are buying no hardwood, as a general thing. Railroad buying has not started, although it is hoped that as soon as the railroads begin to spend their \$500,000,000 the hardwood men will profit. Stocks of hardwood in the hands of Tri-State buyers are very low and Tri-State mills are not manufacturing any large quantities of lumber.

BOSTON

Trade is now very dull and the market is inclined to be weak even for firsts and seconds. Whether this is wholly to be attributed to the present time being always one of dull trade here in lumber of all kinds, or whether it is due to other causes is wholly conjectural. It true that the credit situation is not quite right and that there is not much of any house or other construction and that manufacturing consumers are not purchasing very much in the way of hardwoods.

The weakening in firsts and seconds is rather a surprise here. For some time the common grades have been weak, due to accumulation, but now the weakness here is noted in the better grades, so that the past fortnight has seen substantial reductions, to an average extent of about \$10, in maple, in birch, both red and sap, in beech and in plain white oak. Also trade is now in that state where most of the business that passes seems to be done via the concession route. There are plenty who hold and will not make concessions, and, of course, insist on the higher prices, but they are doing very little business. Buyers are exhibiting considerable timidity about purchasing and search the whole market over before making a deal. Now and then one finds a large concern reporting a big increase in sales. But this is generally due to getting luckily a couple of large orders, rather than a large number of ordinary ones. Though recently there was quite an inquiry for house finish, that inquiry has not as yet brought any orders, and has been after all rather a disappointment. Still an increase in finish trade is looked for toward the fall as a natural concomitant of a building boom then. The bulk of trade at the present time here is with the hardwood yards and the furniture people. The latter are not buying what they were a short time ago. There is no improvement at all with the chair makers, piano makers, musical instrument makers, implement handle people or automobile and truck body builders. There is not any better business with the railroads. The export trade is practically nil. The fact is that consumers are drawing from their piles almost to the last board rather than buy unless they are offered or find after long searching a pretty good bargain. This is midsummer dull trade with a vengeance added, it would seem.

BALTIMORE

The statement that some improvement in the hardwood situation has taken place would probably evoke considerable dissent from various members of the trade; and yet some of those who are not generally classed as confirmed optimists are giving this as their view, so that the claim at least merits respectful attention. The gain for the better, it is explained, must be sought in greater stability of the market rather than in an expansion of the movement. This latter remains very small, as a matter of fact. Some inquiries are coming out, and it is hoped that a portion of these will result in business, but buyers have not so far shown a disposition to add materially to their holdings, and there are plenty of indications that the actual requirements continue to cut no important figure. Up to the present time the owners of mills are not finding conditions such as to impel them to contemplate a resumption of manufacturing operations. In fact, within the last few weeks there have been reports of mills which had until then continued to run being closed for indefinite periods, the reason given being that the prices obtainable for stocks did not cover the cost of production. Stocks that brought \$30 during and after the war, it is said, are being offered now for \$10 and even less, and owners of timber take the view that it is more advantageous for them to conserve their stumpage, which will gain in value, than to cut timber and not only make a direct loss, but incur payment of additional taxes. But a careful survey, with consideration of all the factors involved, will also lead to the conclusion that the basic conditions are making headway toward a sounder state of affairs which holds out a prospect of offering a secure foundation for the trade structure to be erected thereon.

A more favorable view is being taken of the outlook abroad, the refusal of buyers there to place orders having resulted, especially in the United Kingdom, in such a depletion of stocks that a positive scarcity may be said to prevail. Altogether, despite the unpromising superficial aspect of things, a note of hopefulness has crept into the utterances of the hardwood men, and this feeling can scarcely fail to have a good effect upon business in due time.

CINCINNATI

There has been nothing in the developments of the last two weeks to change the state of the hardwood trade. Buying continues to be charac-

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

1 1/4" No. 2 & Better	12 months dry
1 1/2" No. 2 & Better	12 months dry
1 3/4" No. 2 & Better	12 months dry
2" No. 2 & Better	12 months dry
2 1/4" No. 2 & Better	12 months dry
2 1/2" No. 2 & Better	12 months dry
2 3/4" No. 2 & Better	12 months dry
3" No. 2 & Better	12 months dry
3 1/4" No. 2 & Better	12 months dry
3 1/2" No. 2 & Better	12 months dry
3 3/4" No. 2 & Better	12 months dry
4" No. 2 & Better	12 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

A Few Bargains in Dry Hardwoods offered by Wheeler-Timlin Lumber Co.

Regular Widths and Lengths

ROCK ELM	
1 (4/4") No. 2 & Better, 6 to 18 mos. dry	3 cars
1 1/2" (6/4") No. 2 & Better, 6 to 18 mos. dry	5 cars
SOFT MAPLE	
1" No. 2 & Better, 6 to 18 mos. dry	4 cars
1 1/2" No. 2 & Better, 6 to 18 mos. dry	1 car
HARD MAPLE	
1 1/2" No. 2 & Better, 6 to 18 mos. dry	10 cars
2 1/2" No. 2 & Better, 6 to 18 mos. dry	4 cars
3" No. 2 & Better, 4 mos. dry	4 cars
1 1/2" No. 3, 18 mos. dry	10 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

HARDWOODS FLOORING BOX SHOOKS

LUMBER

ALL GRADES GUARANTEED

MOUNT-GEARHART

INCORPORATED

YARD:
JOHNSON CITY
TENNESSEE

OFFICE
ESSEX BUILDING
NEWARK, N. J.

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring

ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"



The sign to follow
for Maple Flooring.

Maple, Birch, Basswood, Elm, Beech

Shawano County Hard Maple

IS OUR SPECIALTY

WE HAVE THREE (3) CARS EXCEPTIONALLY NICE SHAWANO COUNTY 16/4" COMMON AND BETTER HARD MAPLE WELL MANUFACTURED. GOOD WIDTHS AND LENGTHS. BONE DRY.

WRITE US AT ONCE FOR PRICES

WAUSAU **Chas. Gill Lumber Co.** WISCONSIN

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

The lumber situation, with purchasers inclined to hold out for concessions, though there seems to be more firmness in the trade than could be observed not so long ago. Several lumbermen say that there are a few orders floating around and a few export inquiries, although the demand from wagon, auto, vehicle, implement and musical instrument industries is quiet. Railroads are beginning to look about and the indications point to their appearance in the market shortly. The flooring trade still continues to be the bright feature of the trade. Planing mills continue to take a fair volume of material, as there is more small residence work under way than is commonly thought. The better grades, principally firsts and seconds and No. 1 common, are given a fair play. The freight rates, dealers say, are preventing them from moving lower grades of hardwood. The sagging in hardwood prices has virtually stopped and indications are that a stiffening may be noted before long. While the volume of business during the month of July was not up to expectations, dealers are not discouraged, because in normal times they contend that business is rather slow during the summer. Manufacturers say that they will be well pleased if they are able to hold their own during this month. Now that the July furniture exhibits are over, and from reports they were a success, manufacturers and wholesale alike are looking forward for some business from this industry. Generally speaking, conditions are not as bad as they were six weeks ago, although there is considerable room for improvement.

INDIANAPOLIS

Little change can be noted in market conditions with the exception that uppers are getting scarcer and the demand appears to be slightly stronger than it was a couple of weeks ago. The furniture factories here are gradually increasing their production. Retailers are doing what may safely be called a phenomenal business in sash, doors and floorings and interior trim. It is doubtful if ever before in the history of the city has there been such a demand on the retail trade for hardwoods. Virtually seventy-five per cent of the record house construction that is going on in the city calls for hardwood finishes, most of the dwellings being erected in the exclusive north side section of the city. Box manufacturers report a slight increase in business and most of them appear to be working fairly well. The situation in the music factories is unchanged, though recent orders should cause an increase.

EVANSVILLE

It is not expected that August will bring in anything like a normal volume of business. The hardwood lumber manufacturers of Evansville and vicinity say that ordinarily both July and August are dull months. The volume of business done in July was not large and August has started in about like July. There is some business, of course, and manufacturers are fighting hard for trade, but it is not expected there will be any change to speak of in the situation until after the first of September and some of the manufacturers say that they are not expecting to see anything big after that date. The number of unemployed men and women in Evansville is said to be less than six months ago, but there can not be any denial that there are still some people in this city who are out of work or who are working on short time. Collections have improved little if any. There is a feeling of uncertainty and there is no plunging. In fact, people are buying just what they feel they must have. Logs are moving more freely than they were a few weeks ago. Prices of logs are rather high. Lumber prices have changed but little during the past month or two. The retail lumber trade has not changed any to speak of during the past month. Sash and door men say their business has been rather slow. The general outlook for trade is some brighter than it was at the first of the present year, according to the best informed manufacturers.

SOUTH BEND

While the hardwood market is fairly quiet here on the lower grades of oak, gum, etc., yet there is a good demand for the higher grades, No. 1 common and FAS. While there is practically no business on the lower grades the mills are not accepting any of the low offers being made. It is a fact that No. 2 and No. 3 common hardwoods are not bringing the cost of production and the mills take the attitude that they would rather "feed it to the worms" than take the offers that are "floating around" because these offers, after paying production and handling costs, does not leave them anything.

Inquiries are coming in more freely and it is very evident that some of the largest buyers are going to place some business shortly.

Some business is being placed in this territory at the following delivered prices:

	Plain Oak	Plain Red Gum	Plain Sap Gum
4/4 FAS	\$105.00	\$85.00	\$45.00
No. 1 Com.....	50.00	48.00	29.00
No. 2 Com.....	35.00	30.00	23.00

One thing seems certain: The lower grades, No. 2 and No. 3 common, cannot go lower unless freight rates are reduced considerably.

MEMPHIS

The hardwood market continues rather quiet. There appears to be considerable difference of view on the part of members of the trade, how-

ever, some reporting an increase in orders and inquiries and others being just as emphatic in the statement that there is marked decrease in both. It is generally agreed that mixed car orders constitute a notable feature of the situation and this is accepted as bearing out the view that stocks of lumber in the hands of consuming interests are running very low. It is also agreed that automobile manufacturers are increasing their purchases, especially in elm and ash, as a result of the revival in business in their line. Furniture manufacturers are generally buying in a rather limited way, though fair orders have been received during the past few days for gum and oak in firsts and seconds and No. 1 common. It is declared by hardwood manufacturers here that stocks in the hands of furniture interests are very small and it is confidently expected that, with any revival of demand for their output, there will be a good call for lumber with which to supply the wants of their customers. As a general rule those who are looking for increased buying and general improvement in the hardwood situation this fall and winter are relying largely on furniture interests to furnish the buying power. Manufacturers of flooring, sash, doors and interior trim are not as active as a short time ago. They report that they are not receiving as many orders as they were getting recently and they intimate that there is some slowing down of business in the North and East, where projects are not being launched with as much freedom as anticipated. They say, on the other hand, that there is notable activity in the South and West, with prospects that this will continue for some time. Export demand is light, while the call from wholesale distributors is not more than modest at best.

Prices are generally holding their own and it is conceded by the majority of manufacturers that there is little, if any, room for recession in values. The tendency is to look for a stabilized market, with a higher trend of prices as soon as business begins to pick up. This applies particularly to the medium and higher grades. No great hopes are entertained for either strength or activity in the lower grades until there has been a substantial reduction in transportation costs, a reduction that will give the seller of these grades a return approximating that which the railroads receive for the mere transportation thereof.

Production may be increasing slightly, but the gain is not important. There is little resumption of logging operations and production will not make much headway in expanding until there is greater activity in the woods than is now noted.

LOUISVILLE

While business is not rushing there are a few orders floating around, and the houses which are making a real drive for business, instead of waiting for it to come, report that things are not so awfully dull. There is no doubt but what inquiries are better, and an occasional export order is being received, although on export business it is claimed that in some instances prices quoted by some markets have been too low for houses who are making any effort to secure a fair price. There has been some little demand for oak, plain red FAS in 4/4 stock selling at around \$90, with 5 to 8/4 stock at \$105. FAS poplar in 4/4 has sold at \$70; common sap gum, \$26.50; FAS plain red gum, \$90; common red gum, \$42; FAS sap gum, \$43, and walnut has sold in FAS at \$230 for 4/4, \$245 for 5/4 and 6/4, and \$255 for 8/4. Demand continues coming from furniture trade principally, with a little jobber business. The panel trade appears fairly well supplied with core stock material. Veneers are slightly better and some houses are now running to replenish stocks, with some fair orders on hand as a result of the good furniture sales. Wagon and implement business is at a standstill. Planing mills are buying better as a result of more residence building and interior trim demand.

ST. LOUIS

The lull in all branches of the lumber industry has become more pronounced, competition is keener for the small volume of orders and virtually all species dealt in in this district have declined in price. An exception is the upper grades of hardwoods, notably oak and gum, stocks of which are scant and prices higher. Hardwood men look for freer buying by the furniture manufacturers following the summer markets in St. Louis, Chicago and Grand Rapids. Industrials are buying very little and the hardwood demand has fallen off appreciably during the past month.

The furniture business is about seventy-five percent of normal. There was a general reduction in prices as of July 1, ranging from five to ten percent.

Six hundred and two building permits, with a total of \$1,895,299, were issued during the month of June as against 362 permits, with a total value of \$1,379,930, in June, 1920.

It is reported that architects have a fair volume of plans for buildings in their vaults awaiting reductions in prices before releasing.

BEAUMONT

Hardwood men have to depend upon upper grades altogether for their optimism, a slight improvement in the demand being noticeable during the past week. This is a very scarce article, however, and probably gets its strength from this fact. Few mills are running and this condition will exist indefinitely.

Present high freight rates make it particularly hard on the southwestern mills, for they are practically shut out from the northern and eastern

KRAETZER-CURED GUM

Dry lumber, band sawed, edged and trimmed. Dandy widths and lengths, perfect manufacture and KRAETZER-CURING insures bright stock free from stain. We offer from our Dyersburg, Tenn., mill.

5/8 1s & 2s Sap Gum.....	3 cars
5/8 No. 1 Com. Sap Gum.....	3 cars
5/8 No. 2 Com. Sap Gum.....	4 cars
4/4 1s & 2s Sap Gum.....	1 car
4/4 No. 1 Com. Sap Gum.....	3 cars
4/4 No. 2 Com. Sap Gum.....	2 cars
5/8 No. 1 Com. Plain Red Gum.....	1 car
4/4 No. 1 Com. Plain Red Gum.....	1 car
6/4 No. 1 C&B Qtd. Red Gum.....	1 car
4/4 No. 1 C&B Qtd. Sap Gum.....	1 car
5/4 No. 1 C&B Qtd. Sap Gum.....	1 car
6/4 No. 1 C&B Qtd. Sap Gum.....	2 cars

North Vernon Lumber Mills

North Vernon, Indiana

FOR SALE

Southern Hardwoods

OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOORING, OAK, ASH, CYPRESS AND GUM LUMBER

Thomas Forman Company
DETROIT, MICHIGAN

Lumber and Interior Finish
WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

A NAME that should be on your inquiry list for hardwood lumber.

American Column & Lumber Company

Brunson Bldg.
COLUMBUS, OHIO

OAK & HARDWOOD
DIMENSION STOCK

Manufacturers of West Virginia

SOFT
YELLOW
POPLAR

PLAIN
WHITE
OAK

PLAIN
RED OAK
QUARTERED
WHITE
OAK

WHITE OAK
TIMBERS &
PLANK

CHESTNUT
BASSWOOD
MAPLE

HICKORY
BEECH

BUCKEYE

BIRCH

BUTTERNUT

ASH

CHERRY

WALNUT

SYCAMORE

BLACK GUM

HEMLOCK

LOCUST

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 FAS	40,000'
4/4 Selects	20,000'
4/4 No. 1 Common	80,000'
4/4 No. 1 Com. & Btr.	50,000'
4/4 No. 2 Common	100,000'
5/4 FAS	30,000'
5/4 Selects	65,000'
5/4 No. 1 Common	50,000'
5/4 No. 2 Common	150,000'
8/4 No. 1 Com. & Btr.	40,000'

SOFT ELM

4/4 No. 2 Com. & Btr.	75,000'
6/4 No. 2 Com. & Btr.	90,000'
8/4 No. 2 Com. & Btr.	20,000'

ASH

4/4 No. 2 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	25,000'

HARD MAPLE

4/4 6" and wider, 8' and longer	
No. 1 Com. & Btr.	75,000'
5/4 No. 1 Com. & Btr.	200,000'
5/4 No. 2 Common	200,000'
6/4 No. 1 Com. & Btr.	70,000'
6/4 No. 2 Common	150,000'
8/4 No. 2 Com. & Btr.	200,000'
10/4 No. 1 Com. & Btr.	60,000'
12/4 No. 1 Com. & Btr.	30,000'

SOFT MAPLE

4/4 No. 2 Com. & Btr.	150,000'
6/4 No. 2 Com. & Btr.	14,000'
8/4 No. 1 Com. & Btr.	40,000'

BASSWOOD

4/4 No. 1 Com. & Btr.	200,000'
4/4 No. 2 Common	100,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

There are some few inquiries going the rounds for oak ties and timbers, but they are in the forbidden territory.

The pine trade has failed to show the usual activity just before the closing of the fall season so far as this section is concerned. Box factories in this territory are using very little material, a line of trade in which an improvement was expected.

What worries the mills in the southwest most is the lower grades. Should they start up to get some of the upper grade business they will be left with the lower grades left on their hands unless there is a change in conditions. At present prices they must keep both grades moving to make operations profitable.

NEW ORLEANS

The export movement of southern hardwoods through the port of New Orleans has fallen off somewhat within the past two weeks, especially the heretofore steadily increasing quantities moving out into the Republic of Mexico, but this decrease has been more than offset with a somewhat stimulating demand from the northern and eastern markets of the United States and, on the whole, the hardwood market for the Louisiana and Mississippi territory shows some really substantial improvements within the past fortnight over the previous like period.

On the score of prices and also of production little change has occurred within the past two weeks to chronicle, but the improvement in demand is really encouraging, according to leading hardwood manufacturers and dealers throughout the bi-state territory.

Increase in inquiries within the past few years from both furniture and automobile manufacturers has been decidedly pronounced, and the mill work plants are reported to be not very far behind in re-entering the extreme southern market. The stocks of all three of these classes is unusually low and with the prospect of approaching improvement in business conditions generally, they are no longer holding back, it appears, in getting a line up on material for their anticipated increase in activity early this fall.

The most discouraging feature of the hardwood market for this section is the reaction produced against the hardwood people here over the wrangle concerning the tariff matter on Mexican crude oil. For several months past Mexico has been growing steadily in importance as a customer of southern hardwoods until she was just about to become the principal consumer of this product from the South. But the oil question has produced a decidedly pronounced reaction on their importation of hardwoods as well as other commodities from the United States and the slump has been felt keenly by hardwood exporters and others both at New Orleans and at other Gulf ports.

The publicity battle carried on by the New Orleans and Louisiana newspapers against the alleged extortionate tactics of the odorous "rent hog" and shyster real estate agent is undoubtedly doing something toward stimulating local building operations and the effects of the campaign, which has assumed something of the appearance of a real crusade on behalf of the helpless tenant class, is imbuing many persons with an increased determination to "own your own home" that already is rebounding to the profit of the hardwood people and other material and building supply dealers of this section.

Very little has been heard of late of more mills closing down; while, on the other hand, the tendency seems to be to stimulate production, and some of those, which closed several months ago to await an improvement in the market, are gradually swinging back into action.

TORONTO

The protracted period of dullness in the lumber industry of Ontario continues, with sawmill operations proceeding very leisurely both in Ontario and Quebec. Few of the hardwood interests are buying, mainly because there is still a sizable quantity of last year's lumber in wholesale hands. The lack of buying is calculated to retard production. Information gleaned by wholesalers about stocks held by retail yards indicates that they are very light. Representatives of British Columbia interests in the Toronto districts find that business continues fair, considering the quiet building season, and despite the fact that \$8,000,000 worth of projected building is being held up in Toronto, due to the present high cost of construction and unsettled labor conditions. Railroad buying has been one of the few bright features within the past few weeks. Stock sheets show that there is less lumber offering than for some time, indicating that either American or Prairie yards have been absorbing fair quantities recently. The production barometer for the end of June shows that the mills reporting to the association had gained six points, to eighty-three per cent, as compared with the report for the middle of June. Production has undoubtedly slipped several points in the meantime, and the date covering the operating to the end of July will probably show a still further reduction. The showing on the whole is considered encouraging up to date. Orders placed by the Grand Trunk to replace depleted stocks of lumber exceed 4,000,000 feet. This included about 2,000,000 feet of ties for bridge repairs and boards for car repairs. The stocks are understood to have been reduced to a low point, and it was necessary to make replacements. A considerable portion of the business went to British Columbia interests.

Advertisers' Directory

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Atlantic Lumber Co., Buffalo	1
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Barnaby, Charles H.	4
Bigelow-Cooper Company	12
Bissell Lumber Co.	18
Blakeslee, Perrin & Darling	4
Boyd-Hillier Lumber Co.	5
Buffalo Hardwood Lumber Co.	1
Cobbs & Mitchell, Inc.	66
C. C. Collins, The, Lbr. Co.	12
Coppock, S. P., Sons Lbr. Co.	4
E. & W. The, Lumber Co.	9
East Jordan Lumber Company	64
Elias, G. & Bro.	1
Evansville Band Mill Co.	1
Fathauer, Theo., Co.	6
Fish, Chas. W., Lumber Co.	3
Forman, Thos., Co.	53
Foster-Latimer Lumber Co.	51
Fullerton-Powell, The, Hard-	
wood Lbr. Co.	5
Gill, Chas., Lumber Co.	12
Hansen, John, Lumber Co.	63
Hanson, R. & Sons	63
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Kneeland-Bigelow Co., The	63
Mailey & Dion	65
Maley & Wertz Lumber Co.	5
Mason-Donaldson Lumber Co.	5
Maus, Harry A.	5
Maxson, Ray B.	5
May, R. R., Hardwood Co.	5
McIlvain, J. Gibson, Company	2
McLean, Hugh, Lumber Co.	1
Miller, Sturm & Miller	1
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North Vernon Lumber Mills	53
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RED GUM

See "Southern Hardwoods"

OAK

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POPLAR

Anderson-Tully Co.	2-10-61
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Benner, J. H., & Sons	1-8-61
Boyle, Clarence, Inc.	65
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Brown, Geo. C. & Co.	9
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Brown, W. P. & Sons Leather	Co.
Buffalo Hardwood Lumber Co.	4
Butz Lumber Co.	11
Chapman-Dewey Lumber Co.	11
Colborn, C. B.	10
Conkling, Frank A., Co.	11
Cornelius Lumber Co.	58
Dacus-Richards Hdwd. Co.	8
Darnell-Love Lumber Co.	63
Dasher, J. M., Lumber Co.	66
Davis, Edward L., Lumber Co.	11
Dickson & Lambert Lbr. Co.	9
Dudley Lumber Co.	11
Dugan Lumber Co.	10
E. & W. The, Lumber Co.	5
Ehemann, Geo. C. & Co.	11
Elias, G. & Bro.	1
Ferguson & Palmer Company	10
Gavoso Lumber Co.	9
Goodlander-Robertson Lumber	Company
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Hansen, John, Lumber Co.	63
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Huff-Stickler Lumber Co.	5
Hyde Lumber Co.	5
Imperial, The, Lumber Co.	12
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Johnson Bros. Hardwood Co.	9
King, The, Mill & Lumber Co.	31
Kentucky Lumber Co.	32
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Lawrence, P. J., Lumber Co.	65
Leach, L. D., & Co.	65
Long-Bell Lumber Co.	27-61
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McIlvain, J. Gibson, Company	2
McLean, Hugh, Lumber Co.	1
Maley & Wertz Lumber Co.	5
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Norman Lumber Company	11
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Pickrel Veneer Co.	11
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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion 25c a line
For two insertions 40c a line
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For four insertions 70c a line
Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headlines can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

Superintendent for Box Factory making hardwood box shooks, in Arkansas. Applicant must be capable of superintending entire operation. Address Box 780, care HARDWOOD RECORD.

MOULDER MEN

Superintendents, foremen and others interested in the efficient handling of the moulder, send for circular on the new book, "Machine Molder Practice," the only work of its kind on record. PRACTICAL BOOKS CO., Box 372, Indianapolis, Ind.

WANTED

General Manager for hardwood operation, one who is familiar with lumber in mountain districts of West Virginia. Must be capable of selling the output and take full charge. Mill is band and band re-saw. State experience and terms. Address Box 778, care Hardwood Record.

EMPLOYMENT WANTED

GENERAL EXECUTIVE

Experienced in sales, production and accounting, at present with large plywood and veneer plant, wishes new connection. Address Box 790, care Hardwood Record.

WANTED

Position as Hardwood Sales Manager by young man familiar with the consuming trade in the North, East and Middle West and acquainted with the mills in the producing section. Best of references furnished. Address Box 783, care the HARDWOOD RECORD.

POSITION AS FOREMAN WANTED

By practical machine man and draughtsman. 17 years' experience in furniture, mill and automobile body building. Can operate all machines and is able to teach inexperienced help, make details, etc. Address Box 785, care the HARDWOOD RECORD.

MANAGER AND EXECUTIVE

Thoroughly familiar with modern business and manufacturing methods, with ten years' experience in the production of Rotary Veneers, and a successful record, wants permanent connection with a reliable concern. Knows the business from the tree to the finished product. Good organizer. Can fill personal requirements. Age 34. Open September 1st. Address Box 784, care the HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED

Situation with a reliable wholesale yard, as buyer and shipper of hardwood lumber. Have large acquaintance and trade with Ohio mills. Can give good reference. Address Box 782, care Hardwood Record.

PHYSICIAN AND SURGEON

Twenty-one years' experience, forty-two years of age, wishes contract practice with large lumber manufacturing company. Have had extensive contract practice and experience. Best references.

Address DR. E. McCARTHY, 1300 Canal St., New Orleans, La.

LOGS WANTED

WANTED LOGS

All kinds. Write for further particulars to G. ELIAS & BRO., Inc., Buffalo, N. Y.

WANTED

Soft yellow poplar veneer logs 18" and up, preferably northern grown for cash. Send description and price. Address Box 788, care Hardwood Record.

WANTED STUMPS, VENEER LOGS

For sale lumber, selected stumps and prime veneer logs.

WESTGATE WALNUT COMPANY,
Aurora, Ill.

LUMBER WANTED

WANTED

5 cars 2" No. 1 C. Red Gum.
10 cars 2" and 2 1/2" Red Gum Squares, 19 and 38" long, either green or dry. T. J. FINCH & BRO., Thomasville, N. C.

WANTED

3 to 4 cars
1" to 2" Log Run Walnut
Buffalo Hardwood Lumber Co.,
940 Seneca St.,
Buffalo, N. Y.

WANTED FOR PROMPT SHIPMENT

Two cars 5/8" No. 1 Common Plain Sap Gum,
3 cars 4/4" No. 1 Common & Better Quartered Red Gum, sap no defect. Quote best price f. o. b. Indianapolis, Indiana rate, describing stock thoroughly.

THE PURDY LUMBER CO., Inc.,
807 Second National Bank Bldg.,
CINCINNATI, OHIO.

WANTED—WALNUT LUMBER

Will buy at right price 2" and 2 1/2" thick log run Walnut from good logs; also No. 2 common and better Walnut 8/4" and 2 1/2"; also Walnut shorts and clear dimension. Must be fairly dry. Quote delivered Philadelphia, giving full description of stock.

J. RICHARD JACKSON & BRO.,
Sixteenth and Chestnut Sts.,
PHILADELPHIA, PA.

TIMBER LANDS WANTED

WANT—TIMBERLANDS AND INCOME PROPERTIES

Any size, anywhere. Write Chas. A. Philidus.
510 East 120th St., New York.

LUMBER FOR SALE

FOR SALE—HARD MAPLE

Three cars 2 1/2" 1st and 2nds. Exceptionally fine dry band sawn stock. Can ship immediately at attractive price. HUNTINGTON & FINKE CO., Buffalo, N. Y.

SEASONING OF WOOD

A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties.

Price Postpaid, \$5.00.

FOR SALE—CRATING STOCK

Hardwood, Pine or Hemlock, cut to your sizes, rough or dressed. Also have crating lumber, all kinds and thicknesses. Immediate shipment, low prices. HUNTINGTON & FINKE CO., Buffalo, N. Y.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.

2 Cars 8/4 Cypress.

2 Cars 8/4 Hickory.

1 Car 8/4 Oak.

2 Cars 4/4 Oak.

C. WILSON, Halls, Tenn.

FOR SALE

5 cars 4/4 Sound Wormy Oak No. 1 Common and Better worm holes no defect, 40% FAS.

10 cars 7x9 Red and White Oak Switch Ties, random lengths from 10 to 20' largely 14 and 16' lengths.

2 cars 4/4 No. 1 common Red Gum.

1 car 4/4 FAS Red Oak.

5 cars 4/4 No. 1 common Red Oak.

10 cars 4/4 No. 2 common Sap Gum.

INGRAM-DAY LUMBER CO., Lyman, Miss.

WANTED

Orders for

2 cars 5/64" R. C.

Northern Basswood

Battery Stock

2 cars 1/16" and

1/8" Birch Cut-Downs

Prompt Shipments

Write for Delivered

Prices and Full

Particulars.

KIEL WOODEN WARE CO.

Mellen (Ashland Co.), Wis.

DIMENSION STOCK FOR SALE

FOR SALE—HARDWOOD DIMENSION

Prefer sizes 1" thick and 2" thick. Can rip air dry lumber, any width or length. Will quote very close prices.

HUNTINGTON & FINKE CO., Buffalo, N. Y.

FOR SALE

1 car No. 1 Oak Felloes—2"x2 3/4"—3' 8".

1 car No. 1 Oak Felloes—3 1/2"x3"—3' 4".

1 car No. 1 Oak Felloes—4 1/4"x3"—3' 4".

2 cars No. 1 Oak Bolsters—3 1/2"x4 1/2"—4' 2".

2 cars No. 1 Oak Bolsters—4"x5"—4' 2".

E. YOCOM LUMBER CO., Stilwell, Oklahoma

TALLY BOOKS

The Hardwood Record has been concentrating on the perfection of a tally book suitable to the most exacting demands of the trade. We are prepared to supply these books, both as to cover and tickets, doing such printing as is necessary to make a complete job. The tickets may be had in duplicate and triplicate, printed on waterproof paper, etc.

Prices on any specific job made on request.

LOGGING EQUIPMENT for SALE**FOR SALE—LOCOMOTIVES**

24", 36" and Standard Gauge; 5 to 100 tons in weight; rod and geared;

FOR ALL CLASSES OF SERVICE
REBUILT IN OUR SHOPS, FIRST CLASS
CONDITION; IMMEDIATE SHIPMENT
FROM STOCK.

CARS, CRANES, ETC.

SOUTHERN IRON & EQUIPMENT CO.
ATLANTA, GA.

TIMBER LANDS FOR SALE**6,000 ACRE HARDWOOD TIMBER**

Cruise approximately 20,000,000 feet first growth white oak and hickory, 6,000,000 feet yellow pine. Located but a few miles from two main line railroads in South Georgia. Offered by owner, \$100,000 half cash, balance ten years. Address L. W. TRAER, Box 360, Jacksonville, Florida.

LARGE HARDWOOD TIMBER TRACT

"THE BEST QUALITY, LARGEST BODY
AND FINEST TRACT OF HARD-
WOOD TIMBER LAND IN THE
UNITED STATES TODAY."

This, in brief, is the opinion of one of the foremost lumbermen in the country who has been over and examined the property. Located in one of the Southern-eastern States, very convenient to transportation and the markets, containing in excess of 80,000 acres and cruising approximately 850,000,000 feet of the highest grades of Hardwood timber. Trees on this property from five to eight feet in diameter are common and the quality is excellent. There is also some equipment, mill, bunk houses, etc., etc., which are included with the sale. Amount originally invested in this tract was in excess of \$3,500,000 and it has been carried on the books of the company at \$8,000,000. It can now be purchased for less than two-thirds of the original investment and is probably the last opportunity to secure a fine hardwood tract east of the Mississippi River and greatly underpriced.

Particulars will be given to interested prospective purchasers only. Cruise maps and pictures are available. Address all inquiries to

CARL R. HARRISON,

Care of the Cleveland Trust Company,
Cleveland, Ohio.

VENEERS FOR SALE**CLICK'S VENEER TABLES**

A practical, indispensable book for use by all veneer manufacturers and users. Tables cover all inches and fractions from 1/16 inch to 148 inches in convenient supplemental tables, printed clearly on white bond paper and strongly bound in red leather. Price postpaid, \$7.50.

BUSINESS OPPORTUNITIES**WANTED**

To represent Wholesalers and Consumers of Hardwood lumber on Commission. Am acquainted with all leading manufacturers in the South. Can get well manufactured lumber and prompt shipments. Give me a chance and let me prove what I can do. Address E. H. Stockamp, 640 S. Lauderdale Street, Memphis, Tenn.

MACHINERY FOR SALE**FOR SALE**

A new Mitts & Merrill Chipper & Shredder. For price and specifications address BAYLESS MANUFACTURING CORPORATION, Austin, Penna.

FOR SALE

Knuckle joint veneer press (Bushnell), belt power. Three Francis glue kettles, two with power stirrers. MICHIGAN VENEER COMPANY, Alpena, Michigan.

MOTOR FOR SALE

One Westinghouse d. c., style S. K., constant speed, shunt-wound, 10-h.p., 230 volt, 37.5 amps., 1,150-r.p.m. temp. 40, like new. Price \$200.00. M. F. RAMAGE PLG. MILL, Little River, Kans.

RAILS FOR SALE**FOR SALE**

Two miles good 35-lb. relaying rail with fasteners. Price \$35 per ton f. o. b. Earle, Arkansas.

THE CRITTENDEN LUMBER CO.,
Earle, Ark.

FOR SALE

Fifty tons good 56 lb. relay rails, \$30.00 per ton F. O. B. cars. Four heavy stone cars; two dirt cars, end and side dump. One Cameron & Worthington steam pump. One horizontal 45 H. P. boiler. One hog, 55 H. P. engine with fly wheel. 120 ft. 2 15/16 shafting, with couplings and bearings. CHARLES BROPHY, Shipman, Va.

MISCELLANEOUS**WANTED—DRY HARDWOOD SAWDUST**

We buy carloads dry Maple, Birch, Beech and Hickory, also air dried sawdust. Send samples and quote prices. ACME SAWDUST COMPANY, 76 North 6th Street, Brooklyn, N. Y.

WILL EXCHANGE

For sawn lumber, Yellow Pine or Hardwoods—10,000,000 feet Yellow Pine Stumpage including some fine Gum located Georgia near Augusta. Price and Terms reasonable. Address Pine, P. O. Box 1592, Philadelphia, Pa.

LUMBER COMMISSION

Lists solicited of stocks, hardwood lumber with prices which I can offer to my trade. I sell on commission. Dimension stock and vehicle stock are specialties. ALFRED P. BUCKLEY, 100 Parkway Bldg., Philadelphia, Pa.

HAVE STORAGE SPACE

For lumber. Can be reshipped into Canada and the East on through billing rates for 12 ft. space, \$6.00 per month or fraction of month. Space will take care of 18,000 to 27,000 ft. Unloading, measuring and inspection extra. GEO. I. McCURE, Clark-Palmer Aves. at M. C. R. R., Detroit, Mich.

CUT-DOWNS

In the manufacture of cheese boxes we accumulate a lot of 1/6" birch, bass and elm cut-downs. Would like to get in touch with some user of this class of material. Would prefer steady user. Write us giving list of your requirements. Address KIEL WOODEN WARE COMPANY, Kiel, Wisconsin.

LOGS FOR SALE**MAHOGANY LOGS**

Can deliver 500,000 feet per month No. 1 Mahogany Logs at \$65.00 per M, any Gulf port. For particulars address "MAHOGANY," care HARDWOOD RECORD, Chicago, Ill.

**FOR SALE
VENEER LOGS**

From a boundary of 13,000 acres in Western North Carolina which we have now operating, have selected

4,000,000 feet Poplar Trees

2,000,000 feet Oak Trees

Nothing less than 18", some 48", smooth, straight, mellow timber. Sold standing with contract for removal as we log. Address Oak, P. O. Box 1592, Philadelphia, Pa.

TIMBER FOR SALE**FOR SALE**

16,000 acres timber lands, together with circular mills and logging equipment. Located fifty miles south of Nashville, Tenn. Largely Oak, some Poplar, Chestnut and Hickory. Fine Cross Tie proposition. Address Box 787, care the HARDWOOD RECORD.

A GRAND LUMBER PROPOSITION

8,800 acres fine timber, will cut 5,000 feet to acre. 80% hardwood, rest basswood, hemlock, maple and beech. Immediately on B. & O. Ry., in West Virginia. Grand bargain. \$20 an acre on reasonable terms.

W. R. BROADDUS, Westpoint, Va.

AMERICAN FOREST TREES

This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$5.00. For those who send in their order now, accompanied by check, we will make a special price of \$4.00.

FOR SALE

Wish to close a partnership, therefore offer at a bargain about 100 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. Location is such that shipments can be made to any point on the Great Lakes for not to exceed over \$6 per M. Address Jno. C. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

MACHINERY WANTED**WANTED**

100" veneer clipper and chain table. Address Box 789, care Hardwood Record.

DIMENSION STOCK WANTED**WANTED**

30,000 feet 2x6 1/2 Hard Maple clear stock. What have you to offer? Address Box 786, care the HARDWOOD RECORD.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

PLANTS FOR SALE

FOR SALE

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

BOX AND PLANING MILL

Plant with planer, re-saw, rip saw, motor, etc., all in running order. Opportunity for practical mill man. Good lease on Railway siding. Also convenient for city delivery. Small payment will secure the whole thing. W. C. LAM, Box 1143, Norfolk, Va.

LUMBER FOR SALE

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

KINDLY SEND US YOUR INQUIRIES
for

Hardwoods and White Pine

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

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CINCINNATI, OHIO

MISCELLANEOUS

Saw Mill Machinery

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

Hill-Curtis Company, Kalamazoo, Mich.

1440 No. Pitcher Street

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box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

Tanks For Sale

New and used, in all parts of the country

Over 4000 steel storage tanks
Over 2000 wood tanks
Over 500 tanks with agitators, jackets, etc.
Over 1800 rectangular tanks
Over 1500 glass enameled tanks
Over 1200 steel pressure tanks
Over 15 tanks and towers

We make lowest price on new tanks of any character or kind anywhere.
Chemical and mechanical equipment.

LARGEST DEALERS IN TANKS

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30 CHURCH ST., NEW YORK, N. Y.

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Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

ASH	8/4" Select & Better
4/4-16/4" Nos. 2 & 3	4/4" No. 1 Shop
BEECH	1" No. 1 Shop
4/4" Log Run, 40% 14' & 16', 75% No. 1 & Btr.	4/4" No. 1 Common
COTTONWOOD	1" No. 2 Common
1" Box Bds., 9-17", 40%	8/4" No. 2 Common
14' & 16' Band Sawm	YELLOW CYPRESS
1" PAS Band Sawm	4/4" No. 1 Com., 1x10"
1" No. 1 Com., Bd. Sawm	80% 14' & 16'
1" Log Run, 75% No. 1 & B.	ELM
RED CYPRESS	10/4" Log Run, 75% No. 1 & Better
1" Select and Better	

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY
ARCADE BUILDING, ST. LOUIS, MO.

Northern Office: Lumber Exchange, Chicago. Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Southern Office: Central Bank Bldg., Memphis, Tenn. Mills: Drew, Miss.; Osceola, La.; Lake City, Fla.

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CHR. BRUUN

Dealer and Agent in

Hardwood and Pine Lumber and Logs

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DENMARK

Cable Address: "Mahogany"

J. F. Mueller & Son Co.

Estab. 1795 **HAMBURG 27** Incorp. 1916

Cable Address: Holzmuller, Hamburg

WOOD BROKERS & AGENTS

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good widths & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 8/4 & 12/4", reg. widths & lgths., 6 mos. dry. BARR-HOLIDAY LBR. CO., Greenfield, O.

NO. 1 & BTR., brown, 8 P., std. widths & lgths., 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

COM. & BTR., white, 4/4-12/4", reg. widths & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 4/4", 10/4 & 12/4"; NO. 1 C., 4/4", 8/4", 10/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 5-16 P. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4, 6/4, 8/4, 12/4", reg. lgths. HARRY H. MALES, So. Bend, Ind.

NO. 1 C. & BTR., Northern & Southern stock, 4/4-16/4", reg. widths & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4", 60%, 14 & 16', bone dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, NO. 1 & NO. 2 C., 10/4 & 16/4", reg. widths & lgths., 1 yr. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. widths & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

COM. & BTR., 4/4-12/4", reg. widths & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & BTR., 4/4, 10/4, 12/4, 14/4", reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

SEL. & BTR., white, 3x10 & up and 2 1/2x10 & up. THOMSON-KATZ LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. widths & lgths., 6 to 8 mos. dry; NO. 1 C., 4/4-12/4", reg. widths & lgths., 6 to 8 mos. dry; NO. 2 C., 4/4-8/4", reg. widths & lgths., 6 to 8 mos. dry.

FAS, 4/4, 5/4", reg. widths & lgths., 3 to 5 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 2 C., 4 P. WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., white, 4/4-16/4", reg. widths, std. lgths., 1-2 yrs. dry, northern, good texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good widths & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4 & 5/4", reg. widths & lgths., 1 yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4, 5/4", reg. widths & lgths., yr. dry. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. widths & lgths., 10 mos. dry; NO. 2 C. & BTR., 4/4", reg. widths & lgths., 10 mos. dry, full log run; NO. 1 C. & BTR., 4/4, 5/4", 60% FAS, reg. widths & lgths., 15 mos. dry; NO. 3 C., 4/4", reg. widths & lgths., 4 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4, 5/4", FULLERTON-POWELL HDWD. CO., South Bend, Ind.

NO. 3, 4/4, 5/4; NO. 2 C. & B., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, 4/4"x12" & up. MAISEY & DION, Chicago, Ill.

NO. 2 C., 4/4, 8/4"; NO. 2 C. & BTR., 5/4"; NO. 3 C., 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

HARDWOODS FOR SALE

NO. 2 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., bone dry. HARRY H. MAUS, South Bend, Ind.

NO. 2 C. & BTR., 5/4", good av. wdths. & lgths., 10 mos. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

NO. 1 C., NO. 2 C., FAS. all 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BEECH

NO. 2 & BTR., 10/4", std. wdths. & lgths., 20 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 2 C. & BTR., 5/8", 4/4, 6/4", reg. wdths. & lgths., 5-10 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

LOG RUN, 4/4, 8/4", KING MILL & LBR. CO., Paducah, Ky.

NO. 2 & BTR., 4/4-10/4", good wdths., 60% 14 & 16", bone dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4 & 6/4", So. Mich. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

LOG RUN, 5/8", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 5/8", WOOD-MOSAIC CO., INC., Louisville, Ky.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 6 mos. dry, full log run. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 3, 4/4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS. NO. 1 C. & NO. 2 C., all 4/4", KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4", MAISEY & DION, Chicago, Ill.

NO. 1 C., NO. 2 C., all 4/4", reg. wdths. & lgths., dry; **NO. 1 C. & BTR.,** 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, 4/4", MAISEY & DION, Chicago, Ill.

COTTONWOOD

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4", reg. wdths. & lgths., 6 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS. NO. 1 C., NO. 2 C., all 4/4", KING MILL & LBR. CO., Paducah, Ky.

BX. BDS., 4/4", 13-17", reg. lgths.; **NO. 1 C. & SEL.,** 4/4, 5/4, 6/4", reg. lgths.; **NO. 2 C.,** 4/4, 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 & 2 C., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 SHOP & BTR., 4/4, 6/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

SELS. 4/4, 5/4, 6/4", reg. wdths. & lgths.; **NO. 1 SHOP,** 4/4, 5/4"; **NO. 1 C.,** 4/4, 5/4, 6/4"; **NO. 2 C.,** 4/4, 5/4, 6/4"; **NO. 1 C.,** 4/4, 6-8-10", reg. lgths.; **NO. 2 C.,** 4/4", 6-8-10-12", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 & 3 C., 5/4 & 6/4", BELLEGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., 3-7 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 & BTR., 10/4", std. wdths. & lgths. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 10/4, 12/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 6/4", CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", av. wdths., 9-15", reg. lgths., 6-10 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

LOG RUN, 4/4, 6/4, 10/4, 14/4", KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 3/4, 4/4", MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 1 C. & BTR., No. & So. stock; 4/4-14/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 2 C. & BTR., Ind., 4/4", good av. wdths. & lgths., 10 mos. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

FAS. NO. 1 C., NO. 2 C., 8/4", So. Mich. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

FAS. NO. 1 & NO. 2 C., 8/4", reg. wdths. & lgths., 10 mos. dry; **FAS. NO. 1 & NO. 2 C.,** 16/4", reg. wdths. & lgths., 12 mos. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

COM. & BTR., 12/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry; **NO. 3 C.,** 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 & BTR., 4/4 & 6/4", reg. wdths. & lgths., 6-18 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

ELM—ROCK

NO. 2 & BTR., 4/4, 8/4", std. wdths. & lgths., 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 8/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4, 8/4"; **NO. 3 C.,** 8/4", MASON-DONALDSON LBR. CO., Rhineland, Wis.

GUM—PLAIN RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS. 8/4"; NO. 1 C., 4/4", CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C., 4/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

ALL GRADES, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

LOG RUN, 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 4/4, 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

COM. & BTR., SND., 6/4, 8/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & BTR., SND., 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS. NO. 1 C. & 2 C., both 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS. 6/4", BELLEGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & SEL., 3/4", DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-5/4", reg. wdths. & lgths.; **BX. BDS.,** wide & narrow, 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., qtd., 4/4", reg. wdths. & lgths., yr. dry; **NO. 1 C. & BTR.,** qtd., 8/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, pl. & qtd., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", bone dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 8/4"; **NO. 1 C. & BTR.,** pl. 6/4", THOMPSON-KATZ LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4"; **NO. 2 C.,** 4/4, 5/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 2 C., 4/4-8/4", BELLEGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd. blk., 4/4", ran. wdths. & lgths., 50%-60% 14 & 16", 6 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 2 & BTR., black, 4/4", good wdths., 60% 14 & 16", bone dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd. SND., 6/4", THOMPSON-KATZ LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., black, 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

HICKORY

LOG RUN, 6/4"; **LOG RUN PECAN,** 6/4 & 8/4", BELLEGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", ran. wdths. 50-60% 14 & 16", 6 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

MILL RUN, PECAN, 8/4", ran. wdths. & lgths., 50% to 60% 14' & 16", 6 mos. & over dry. THE BREECE MFG. CO., Portsmouth, Ohio.

LOG RUN, 6/4, 8/4, 10/4", KING MILL & LBR. CO., Paducah, Ky.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 6/4, 7/4, 8/4, 16/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

HACKBERRY

LOG RUN, 4/4", BELLEGRADE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 6/4, 10/4", std. wdths. & lgths., 20 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", qtd., 5/4, 6/4, 8/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

SELS. NO. 1 & NO. 2 C., 5/4"; **NO. 2 C.,** 8/4", MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 2 C. & BTR., 4/4-10/4", reg. lgths. HARRY H. MAUS, So. Bend, Ind.

NO. 2 C. & BTR., 8/4", Ind., good av. wdths. & lgths., 10 mos. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

HARDWOODS FOR SALE

FAS, NO. 1 C., NO. 2 C., So. Men
CYRUS C. SHAFER LBR. CO., Bend, Ind.
LOG RUN, 8/4, 10 1/4", reg. widths. & lgths.
dry. SWAIN-ROACH LBR. CO., Seymour, Ind.
FAS, with 30% SEL., 4 1/4", reg. widths. &
lgths. dry. NO. 3 C., 1 1/4", reg. widths. &
lgths. dry. NO. 1 C. & BTR., 8 1/4", reg. widths. &
lgths. dry. STEARNS & CULVER LBR. CO.,
L'Anse, Mich.
NO. 2 C. & BTR., 5 1/4, 6 1/4, 8 1/4", WOOD-
MOOSAIC CO., INC., Louisville, Ky.
NO. 1 C. & BTR., 4 1/4-16 1/4", reg. widths. std.
lgths. 1-2 yrs. dry. YEAGER LBR. CO., Buf-
falo, N. Y.
NO. 2 & BTR., 6 1/4 & 10 1/4", reg. widths. &
lgths. 6-18 mos. dry. NO. 2 & BTR., 12 1/4",
reg. widths. & lgths. 4 mos. dry. NO. 3, 6 1/4",
reg. widths. & lgths. 18 mos. dry. WHEELER-
TIMLIN LBR. CO., Wausau, Wis.

MAPLE—SOFT

NO. 2 C. & BTR., 6 1/4, 20 mos. dry; NO. 2 &
BTR., 8 1/4", std. widths. & lgths. 22 mos. dry.
BISSELL LBR. CO., Marshfield, Wis.
LOG RUN, 4/4, 12 1/4", reg. widths. & lgths.
yr. dry. GEO. C. EHMANN & CO., Mem-
phis, Tenn.
NO. 2 C. & BTR., 10 1/4", Ind. good av. widths.
& lgths. 10 mos. dry. POWELL-MYERS LBR.
CO., So. Bend, Ind.
COM. & BTR., 4/4-12 1/4", reg. widths. & lgths.
dry. J. V. STIMSON, Huntingburg, Ind.
NO. 2 C. & BTR., 4/4, 8 1/4", reg. widths. &
lgths. dry. STEARNS & CULVER LBR. CO.,
L'Anse, Mich.
NO. 2 & BTR., 4/4 & 6 1/4", reg. widths. &
lgths. 6-18 mos. dry. WHEELER-TIMLIN
Lbr. Co., Wausau, Wis.
LOG RUN, 4/4", reg. widths. & lgths. WIS-
CONSIN LBR. CO., Chicago, Ill.

OAK—PLAIN RED

FAS & NO. 1 C., both 4/4". CORNELIUS
LBR. CO., St. Louis, Mo.
NO. 1 C. & SEL., 5/8 & 3/4"; NO. 2 C., 5/8";
NO. 3 C., 5/8" & 3/4". DARNELL-LOVE LBR.
CO., Leland, Miss.
NO. 2 C. & BTR., 4/4"-8/4", reg. widths. &
lgths. DICKSON & LAMBERT LBR. CO.,
Memphis, Tenn.
NO. 1 C., 5/4, 6/4". GAYOSO LBR. CO.,
Memphis, Tenn.
FAS, 4/4"; NO. 1 C. & NO. 2 C., 8/4". KING
MILL & LBR. CO., Paducah, Ky.
ALL GRADES, 1/2" & thicker. MALEY &
WERTZ LBR. CO., Evansville, Ind.
COM. & BTR., 4/4-8/4", reg. widths. & lgths.
dry. J. V. STIMSON, Huntingburg, Ind.
NO. 1 C., 5/4"; NO. 2 C. & BTR., 4/4",
THOMPSON-KATZ LBR. CO., Memphis, Tenn.
FAS, 4/4"; NO. 1 C., 6/4"; NO. 2 C., 4/4".
WOOD-MOSAIC CO., INC., Louisville, Ky.
FAS, 3/4", reg. widths. & lgths.; NO. 1 C.,
5/8", 4/4, 5/4, 6/4", reg. widths. & lgths.; NO. 2
C., 4/4". BEDNA YOUNG LBR. CO., Jack-
son, Tenn.

OAK—QUARTERED RED

NO. 1 C., 5/4". GAYOSO LBR. CO., Mem-
phis, Tenn.
ALL GRADES, 1/2" & thicker. MALEY &
WERTZ LBR. CO., Evansville, Ind.
COM. & BTR., 4/4-8/4", reg. widths. & lgths.,
dry. J. V. STIMSON, Huntingburg, Ind.
FAS, 4/4". STIMSON VENEER & LBR.
CO., Memphis, Tenn.
NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 4/4".
WOOD-MOSAIC CO., INC., Louisville, Ky.
FAS & NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 & 3
C., 4/4", reg. widths. & lgths. BEDNA YOUNG
LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

COM. & BTR., 4/4-16 1/4", reg. widths. & lgths.,
yr. dry. BUFFALO HDWD. LBR. CO., Buf-
falo, N. Y.
NO. 2 & BTR., 5-8-6 1/4", reg. widths. & lgths.,
DICKSON & LAMBERT LBR. CO., Memphis,
Tenn.
NO. 1 C., 6/4". GAYOSO LBR. CO., Mem-
phis, Tenn.
ALL GRADES, 1/2" & thicker. MALEY &
WERTZ LBR. CO., Evansville, Ind.
COM. & BTR., 4/4-8 1/4", reg. widths. & lgths.,
dry. J. V. STIMSON, Huntingburg, Ind.
NO. 1 C., 4/4, 5/4"; NO. 2 C., 1 1/4". WOOD-
MOOSAIC CO., INC., Louisville, Ky.

NO. 1 C., 5/8, 4/4, 5/4, 6 1/4", reg. widths. &
lgths.; NO. 2 C., 4/4", reg. widths. & lgths.
BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C., 6/4". BELLGRADE LBR. CO.,
Memphis, Tenn.
NO. 1 C. & SEL., 3 1/4". DARNELL-LOVE
CO., Leland, Miss.
NO. 2 C. & BTR., 5-8-8 1/4", reg. widths. &
lgths. DICKSON & LAMBERT LBR. CO.,
Memphis, Tenn.
NO. 1 C., 4/4, 5/4, 6/4, 8 1/4". GAYOSO LBR.
CO., Memphis, Tenn.
ALL GRADES, 1/2" & thicker. MALEY &
WERTZ LBR. CO., Evansville, Ind.
COM. & BTR., 5/8-8/4", reg. widths. & lgths.,
dry. J. V. STIMSON, Huntingburg, Ind.
FAS, 1/2, 3/4, 4/4, 8/4". STIMSON VENEER
& LBR. CO., Memphis, Tenn.
NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6 1/4"; NO. 2 C.,
3/4, 4/4, 8/4". WOOD-MOSAIC CO., INC.,
Louisville, Ky.
FAS, 5/8, 5/4, 6/4"; NO. 1 C., 5/8, 3/4, 4/4,
5/4, 6/4"; NO. 2 & 3 C., 4/4", all reg. widths. &
lgths. BEDNA YOUNG LBR. CO., Jackson,
Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16 1/4", good widths.
& lgths., 2 yrs. dry. THE ATLANTIC LUM-
BER CO., Buffalo, N. Y.
NO. 1 C., qtd., 4/4, 5/4, 6/4", reg. widths. &
lgths., 3 mos. & over dry; NO. 1 C., pl., 5/8,
4/4, 5/4, 6/4, 8/4, 10 1/4", reg. widths. & lgths.,
3 mos. & over dry. BARR-HOLADAY LBR.
CO., Greenfield, O.
NO. 3 C., 4/4". BELLGRADE LBR. CO.,
Memphis, Tenn.
NO. 2 & BTR., R. & W., 4/4 & 8/4", std.
widths. & lgths., 18 mos. dry. BISSELL LBR.
CO., Marshfield, Wis.
SD. WORMY, COM. & BTR. TRAM. PLANK,
all 8/4", ran. widths. 50-60% 14 & 16", 6 mos.
& over dry. BREECE MFG. CO., Ports-
mouth, O.
NO. 1 C. & BTR., R. & W., 4/4 & 5/4", reg.
widths. & lgths., bone dry. HARRY H. MAUS,
So. Bend, Ind.
NO. 2 C. & BTR., pl., 4/4, 5/4, 6/4, 8/4", good
widths. 60% 14 & 16", 6 mos. to yr. dry, band
sawn; NO. 2 C. & BTR., qtd., 4/4, 5/4, 6/4,
6/4", good widths. 60% 14 & 16", 6 mos. to yr.
dry, band sawn. L. D. MURRELLE LBR. CO.,
Memphis, Tenn.
NO. 1 C. & FAS, pl., 4/4", reg. widths. &
lgths., dry; NO. 1 C. & FAS, 4/4, 5/4 & 8/4",
qtd. reg. widths. & lgths., dry. SWAIN-
ROACH LBR. CO., Seymour, Ind.
SD. WORMY, 4/4". THOMPSON-KATZ
LBR. CO., Memphis, Tenn.
NO. 1 C. & BTR., R. & W., 4/4-16 1/4", reg.
widths. std. lgths., 1-2 yrs. dry. YEAGER
LBR. CO., Buffalo, N. Y.

POPLAR

COM. & BTR., 4/4-12 1/4", reg. widths. & lgths.,
yr. dry. BUFFALO HDWD. LBR. CO., Buf-
falo, N. Y.
NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", good widths.
60% 14 & 16", bone dry, band sawn. L. D.
MURRELLE LBR. CO., Memphis, Tenn.
COM. & BTR., 4/4", reg. widths. & lgths., dry.
J. V. STIMSON, Huntingburg, Ind.
NO. 2 C. & BTR., 5/8-16 1/4", reg. widths. std.
lgths. 1-2 yrs. dry. YEAGER LBR. CO., Buf-
falo, N. Y.
FAS, 5/8, 4/4", reg. widths. & lgths.; FAS,
sap, 5/8", reg. widths. & lgths.; NO. 1 C., 5/8"-
4/4", reg. widths. & lgths.; NO. 2 A. & B. C.,
4/4", reg. widths. & lgths. BEDNA YOUNG
LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4", ran. widths. 50-60%, 14 &
16", 6 mos. & over dry. BREECE MFG. CO.,
Portsmouth, O.
NO. 2 & BTR., 5/4", reg. widths. & lgths.,
DICKSON & LAMBERT LBR. CO., Memphis,
Tenn.
NO. 2 & BTR., 4/4, 6/4, 10 1/4", good widths.,
60% 14 & 16", bone dry, band sawn. L. D.
MURRELLE LBR. CO., Memphis, Tenn.
COM. & BTR., 4/4", reg. widths. & lgths.,
dry. J. V. STIMSON, Huntingburg, Ind.

WALNUT

ALL GRADES, 5/8" & thicker. MALEY &
WERTZ LBR. CO., Evansville, Ind.
COM. & BTR., 4/4-6 1/4", reg. widths. & lgths.,
dry. J. V. STIMSON, Huntingburg, Ind.
NO. 1 C. & BTR., 1 1/2"; NO. 1 C. & NO. 2 C.,
both 4/4". WOOD-MOSAIC CO., INC., Louis-
ville, Ky.

FLOORING MAPLE

CLEAR, 13/16x2 1/4", reg. lgths., 1 1/2x2 1/4", reg.
lgths.; NO. 1, 13/16x2 1/4", 2" & 1 1/2x2 1/4"; FAC-
TORY, 1 1/2x2 1/4", reg. lgths.; FACTORY, 1 1/2x2 1/4",
reg. lgths. STRABLE LUMBER & SALT CO.,
Saginaw, Mich.

VENEER—FACE BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO
MILL & LBR. CO., Chicago, Ill.
1/8, 12-30", 62-86". GEO. L. WAETJEN &
CO., Milwaukee, Wis.

BIRCH

ROTARY CUT, 1/16", 6-40" wide, 36-45" long,
1/8", 6-40", 48-96" long (75% 84 & 96"), 1/16",
6-40" wide, 48-96" long (70% 72" & longer).
BISSELL LBR. CO., Marshfield, Wis.
LOG RUN, 1/28", 6-36", 50-98"; LOG RUN,
1/20", 6-36", 50-92". CHICAGO MILL & LBR.
CO., Chicago, Ill.
SHEET STOCK, 1/8", 6-36", 62-96", 1/16",
12-30", 62-96", 1/20, 12-30", 62-96"; 1/8, all
clear, 12-30, 86-96"; SHEET STOCK, red, 1/8",
12-30", 86-96". GEO. L. WAETJEN & CO.,
Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle
bundled; SHEET STOCK, 3/16", 6-36", 38-98",
shingle bundled; SHEET STOCK, 1/8", 6-36",
50-98"; SHEET STOCK, 1/16", 6-36", 44-98";
SHEET STOCK, 1/20", 6-36", 50-98". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16",
6-36", 50-92"; SHEET STOCK, 1/20", 6-36",
49-98". CHICAGO MILL & LBR. CO., Chicago,
Ill.
1/8, red, 6-30, 72-96". GEO. L. WAETJEN &
CO., Milwaukee, Wis.
EVERYTHING in African mahogany veneer,
plain, striped, mottled. WILLIAMSON VE-
NEER CO. MILLS, Baltimore, Md. Sales
Branches: 28 E. Jackson Blvd., Chicago, Ill.;
41st & 6th Ave., New York, N. Y.; High Point,
N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

HONDURAS & AFRICAN, ALL GRADES &
thicknesses, also butts. FREIBERG MAHOG-
ANY CO., Cincinnati, Ohio

EVERYTHING in African mahogany veneer,
plain, striped, mottled. WILLIAMSON VE-
NEER CO. MILLS, Baltimore, Md. Sales
Branches: 28 E. Jackson Blvd., Chicago, Ill.;
41st & 6th Ave., New York, N. Y.; High Point,
N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN,
1/20", 6-36", 40-96". CHICAGO MILL & LBR.
CO., Chicago, Ill.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 54)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-10) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See pages 1-8)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 43)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

(*See page 33)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, **ARKANSAS**

Oak is the standard by which other lumbers are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 68)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 33)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 8)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page —)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken
Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and
12/4 C. & Bel. Oak; other thicknesses from 4/4 to 8/4
in all grades
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
(*See page 9)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50
per cent when they are compared among
themselves, and there is no less difference
among different species when their strength
is under consideration.

(*See page 27)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been
estimated at 25,000,000,000 feet, and that is
equalled by West Virginia, while Arkansas
leads all others with 26,765,000,000.

(*See page 8)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 66)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Bir. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

"The Oak Is the Most Majestic of Forest Trees."—London.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachody Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 32)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 39)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page —)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

HARDWOODS FOR SALE

OAK

QTD SAWED, Ind. white & 1 1/16", smoothly sawn, good figure. **QTD. SLICED**, Ind. 1 2 1/2", smoothly sawn, good figure. **PLAIN & CURLY**, Ind. white 1/20", smoothly sawn, good figure. **F. M. BACHMAN CO.**, Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; **SHEET STOCK**, red, 1 2 1/2", 6-36", 38-86"; **SHEET STOCK**, white, 1/8", 6-36", 44-98"; **SHEET STOCK**, 1/20", 6-36", 38-96". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

NORTHERN RED, 1/8", 6-36", 86-96", 1/8" sawn, northern, 10-13", 1 1/2" & longer. **WHITE NORTHERN**, 1/8", 6-36", 62-96"; **CORE STOCK**, 1/8", 8-30", 62-96"; **QTD. SAWN WHITE**, 1/8", 6-12, 10" & longer. **QTD. SAWN WHITE**, 1/20", 6-12, 10" & longer. **GEO. L. WAETJEN & CO.**, Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10' long. **WILLIAMSON VENEER CO.**, Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QTD. SAWN. **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; **LOG RUN**, 1/16", 6-36", 74-86"; **SHEET STOCK**, 1/20", 6-36", 50-92". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

NO. 1 & NO. 2, both 4/4". **CORNELIUS LBR. CO.**, St. Louis, Mo.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8". **WILLIAMSON VENEER CO.**, Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

ROTARY CUT. **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

RED-OAK

ROTARY CUT, 1/16", 6-40" wide, 36-57" long. **ESSLELL LBR. CO.**, Marshall, Wis.

WALNUT

SLICED, 1/28"; **FIG. BUTTS**, 1/30"; **SAWN**, 1/8". **F. M. BACHMAN CO.**, Indianapolis, Ind. **SLICED**, half round, unusually fine figured; also butts. **FREIBERG MAHOGANY CO.**, Cincinnati, O. 1/20-1/8". **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. **WILLIAMSON VENEER CO.**, Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

CROSS BANDING AND BACKING

GUM

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

POPLAR

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

PANELS AND TOPS BIRCH

THREE PLY, 1/4x24x48, G2S; **FIVE PLY**, 3/4x36x72, G1S, 3/4x24x72, G2S, 3/4x30x72, G2S. **HANSON-WARD VENEER CO.**, Bay City, Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. **HANSON-WARD VENEER CO.**, Bay City, Mich.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. **HANSON-WARD VENEER CO.**, Bay City, Mich. **QTD. FIG.**, any thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. **HANSON-WARD VENEER CO.**, Bay City, Mich.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x60, 2S, 3/4x30x60, 2S, 3/4x24x72, 2S, 3/4x30x72, 2S; **PLAIN WHITE, FIVE PLY**, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S; **QTD. WHITE OAK, FIVE PLY**, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. **HANSON-WARD VENEER CO.**, Bay City, Mich. **ANY** thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. **HANSON-WARD VENEER CO.**, Bay City, Mich.

CLICK'S VENEER TABLES

Written by a practical Veneer Manufacturer

—indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square feet contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want.

Yet there are almost five times as many dimensions worked out as in any other book.

—the tables cover all inches and fractions from 1/16 inch

to 148 inches. However, the 1/16 inch fractions are in convenient supplemental tables, the main table being based on the more commonly used 1/8 inch fractions.

—additional tables give cubic feet contents of logs and value of any log bought by the cord of 128 feet.

—clearly printed on white Hammermill Bond paper and strongly bound in red leather. Write for circular showing exact size and arrangement of pages.

The Most Up-to-Date and Practical Tables Published

Sold Only by HARDWOOD RECORD, 537 S. Dearborn Street, Chicago, Ill.

MISSISSIPPI CAN SUPPLY YOUR NEEDS

Oak, Gum, Poplar, Cottonwood, Elm, Ash, Hickory, Tupelo, Cypress

It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

3/4" No. 1 Com. & Sel. Qtd. White Oak.....	175M'
5/8" No. 1 Com. & Sel. Plain Red Oak.....	150M'
3/4" No. 1 Com. & Sel. Plain Red Oak.....	175M'
5/8" No. 2 Com. Plain Red Oak.....	200M'
5/8" No. 3 Com. Plain Red Oak.....	300M'
3/4" No. 3 Com. Plain Red Oak.....	175M'
3/4" FAS Qtd. Red Gum, SND.....	150M'

SOUTHERN
HARDWOOD LUMBER

DARNELL-LOVE LUMBER CO.

LELAND, MISSISSIPPI

Two Band Mills

BARR-HOLADAY LUMBER CO.

MANUFACTURERS OF

High Grade Southern Hardwoods

MAIN OFFICE BAND MILL
GREENFIELD, OHIO LOUISE, MISS.
Branch Office: Indianapolis, Ind.

Partial List of Dry Stock

QUARTERED WHITE OAK	10/4" No. 1 C. & Btr..	2 cars
4/4" FAS	PLAIN MIXED OAK	
4/4" No. 1 Common....	3/4" Sound Wormy.....	5 cars
QUARTERED RED OAK	4/4" Sound Wormy.....	5 cars
4/4" FAS	QUARTERED RED GUM	
4/4" No. 1 Common....	4/4" No. 1 Common....	2 cars
5/4" No. 1 Common....	5/4" No. 1 Common....	2 cars
6/4" No. 1 Common....	6/4" No. 1 Common....	1 car
PLAIN WHITE OAK	8/4" No. 1 Common....	1 car
4/4" No. 1 Common....	PLAIN SAP GUM	
PLAIN RED OAK	4/4" No. 1 Com. & Btr..	5 cars
5/8" FAS	5/4" No. 1 Com. & Btr..	4 cars
4/4" FAS	6/4" No. 1 Com. & Btr..	3 cars
6/4" FAS	ELM	
5/8" No. 1 Common....	6/4" No. 2 Com. & Btr..	2 cars
4/4" No. 1 Common....	8/4" No. 2 Com. & Btr..	4 cars
5/4" No. 1 Common....	10/4" No. 2 C. & Btr..	3 cars
6/4" No. 1 Common....	12/4" No. 2 C. & Btr..	5 cars
8/4" No. 1 Common....	6/4" No. 2 Common....	4 cars

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M 70M 200M
4/4..No. 2 & Bet. 6/4..No. 2 & Bet. 6/4..No. 3 Com.
SEND US YOUR INQUIRIES

If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

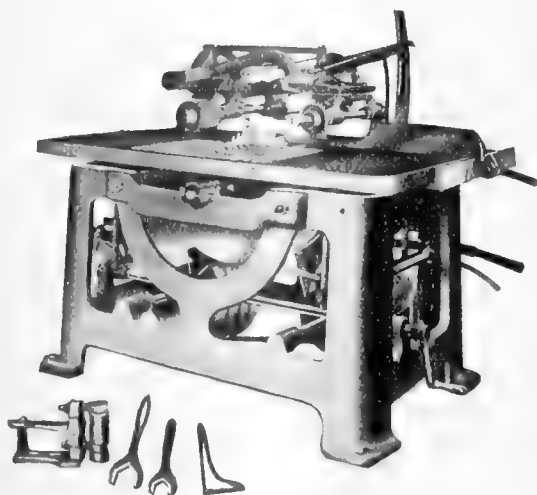
Michigan

→ For Greatest Range of Uses ←

and

Easiest Handling

buy the



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA



"Get It from Koppel"

The field man will tell you that the cars and track and switches that come from KOPPEL are always as good as they can be made.

Write for Catalogue or for Estimates on Your Requirements

KOPPEL INDUSTRIAL CAR AND EQUIPMENT COMPANY
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The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

We Offer for Prompt Shipment

Regular Widths and Lengths

BASSWOOD		BIRCH	
4' 4"	No. 2 Com. & Btr., Full Log Run 10 mos. dry	4' 4"	No. 2 Common & Btr., Full Log Run 6 mos. dry
1' 4"	No. 2 Common 10 mos. dry	SOFT ELM	
1' 4-5' 4"	No. 1 C. & P., 60% FAS, End Dried 15 mos. dry	4' 4-8' 4-12' 4-16' 4"	No. 2 C. & Btr., average widths 9" to 15" 6-10 mos. dry
4' 4"	No. 1 Common 4 mos. dry	BEECH	
		5' 8-4' 4-6' 4"	No. 2 Com. & Btr. 5-10 mos. dry

East Jordan Lumber Co.
EAST JORDAN, MICHIGAN

CHICAGO



The World's Greatest Lumber and Woodworking Center

Maisey & Dion
Hardwoods

KILN DRIED AND AIR DRIED

OFFICE & YARDS 2349 to 2423 So. Loomis St.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 118

Theo. Fathauer Co.

Manufacturers & Dealers
Hardwood Lumber

YARDS AND MAIN OFFICE

1428 Cherry Ave. TELEPHONE
DIVERSEY 1824

MILLS—HELENA, ARK.

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

MANUFACTURERS
HARDWOOD LUMBER

4/4" No. 1 Common Cypress.....	10 Cars
4/4" Log Run Soft Elm.....	5 Cars
Each 8/4" and 10/4" Soft Elm.....	3 Cars
Each 8/4" and 10/4" Soft Maple.....	2 Cars
4/4" No. 3 Common Gum	10 Cars
4/4" No. 3 Common Oak	10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.....	10 Cars

CLARENCE BOYLE

INCORPORATED

ESTABLISHED 1850

INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

Southern Hardwoods
and Cypress

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA.

ATLANTIC BEACH, FLA.

MERIDIAN, MISS.

Concentration

Illinois	\$57,245,000
Indiana	41,025,000
Ohio	36,300,000
Michigan	74,020,000
Wisconsin	53,025,000
Total BUYING POWER*	\$261,615,000

*Buying power of Hardwood Record subscribers in five states named

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

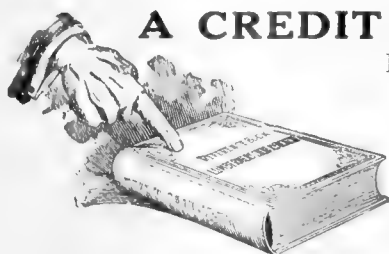
Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN



A CREDIT BUSINESS

Perfectly Good by Consulting the

RED BOOK

Contains Names and Ratings of

All Who Buy and Sell Lumber in Any Form
SUCCESSFUL COLLECTION DEPARTMENT 100

Write for terms and particulars

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO NEW YORK

17 We Manufacture 17

17 Different Kinds

OF NORTHERN HARD AND SOFT WOOD

LUMBER

ASK FOR QUOTATIONS

VON PLATEN-FOX COMPANY

17 IRON MOUNTAIN, MICHIGAN 17

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

J. RAYNER CO. INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

Harvester Bldg., Chicago, Ill.

[illegible][illegible]

Can surface or resaw as required

WE have talked so much about our unique stock list that we decided to show it to you. Our customers find it works to great advantage in making their inquiries, as we guarantee to ship all items exactly as represented. Buy today on present low prices—buy Wisconsin Lumber Company's St. Francis Basin Hardwoods.

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

When in Need of
Northern Hardwoods
WRITE
STEARNS & CULVER
LUMBER CO.
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

MILLER
LUMBER
CO.

Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity



Aardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, AUGUST 25, 1921

Subscription \$2
Vol. LI, No. 9

DARNELL-LOVE LUMBER COMPANY

MANUFACTURERS AND EXPORTERS

HARDWOOD LUMBER

F. T. TURNER, PRESIDENT
H. D. LOVE, VICE-PRES.
F. G. WOODS, SECRETARY
R. W. RICKETTS, TREASURER

CABLE ADDRESS
"DARLOVE"



LELAND, MISS.
U. S. A.



TWO BAND MILLS

CODES USED
UNIVERSAL
A B C 5th EDITION IMPROVED
WESTERN UNION

The following is a list of unsold lumber in our yards, nearly all of which is dry and available for prompt shipment.

WE SOLICIT YOUR INQUIRIES AND ORDERS

ELM
12/4" No. 1 C&S... 18,000'
6/4" Log Run 45,000'
6/4" No. 2 Com... 12,000'
10/4" No. 2 Com... 15,000'
12/4" No. 2 Com... 15,000'
5/8" No. 3 Com... 75,000'
3/4" No. 3 Com... 20,000'

PLAIN RED OAK
5/8" 12"Wdr.
Cof. Bds..... 20,000'
3/4" 12"Wdr.
Cof. Bds..... 20,000'
3/8" FAS 6,000'
1/2" FAS 20,000'
5/8" No. 1 C&S... 100,000'
3/4" No. 1 C&S... 20,000'
5/8" No. 2 Com... 250,000'
5/8" No. 3 Com... 300,000'
3/4" No. 3 Com... 200,000'

QUARTERED WHITE OAK
3/4" No. 1 C&S... 100,000'
4/4" No. 1 C&S
Strips 2 1/2-5 1/2". 15,000'
3/4" No. 2 Com... 16,000'

PLAIN WHITE OAK
1/2" No. 2 Com... 20,000'
3/4" No. 2 Com... 15,000'

CYPRESS
5/4" FAS 15,000'
12/4" FAS 30,000'
6/4" No. 1 Com... 15,000'
6/4" No. 2 Com... 20,000'

PLAIN RED GUM
3/8" No. 1 C&S... 30,000'
3/4" No. 1 C&S... 40,000'
4/4" No. 1 C&S... 45,000'

PLAIN SAP GUM
1/2" FAS 6-12" .. 20,000'
5/8" FAS 6-12" .. 75,000'
4/4" FAS 6-12" .. 15,000'
5/8" FAS 13-17" .. 75,000'
3/4" FAS 13-17" .. 100,000'
4/4" FAS 18-21" .. 18,000'
1/2" No. 1 C&S... 15,000'
3/4" No. 1 C&S... 200,000'
4/4" No. 1 C&S... 100,000'
5/8" No. 2 Com... 50,000'
8/4" No. 2 Com... 30,000'
5/8" No. 3 Com... 40,000'
3/4" No. 3 Com... 40,000'

QUARTERED RED GUM
5/8" FAS 40,000'
3/4" FAS 35,000'
5/8" No. 1 C&S... 100,000'
3/4" No. 1 C&S... 200,000'
4/4" No. 1 C&S... 150,000'

QUARTERED RED GUM
(Sap No. Defect)
5/8" FAS 60,000'
3/4" FAS 60,000'
4/4" FAS 100,000'
8/4" FAS 100,000'
5/8" No. 1 C&S... 75,000'
3/4" No. 1 C&S... 125,000'
4/4" No. 1 C&S... 110,000'
COTTONWOOD
4/4" FAS 6-12" ... 45,000'
4/4" No. 1 C&S... 45,000'

ASH
4/4" FAS 12,000'
3/8" No. 1 C&S... 4,000'
5/4" No. 1 C&S... 3,000'
6/4" No. 1 C&S... 4,000'
12/4" No. 2 Com... 12,000'
4/4" No. 3 Com... 15,000'
12/4" No. 3 Com... 7,000'

It is understood that our stocks are constantly changing by reason of manufacture and shipment. We are prepared to surface one or two sides.

OUR SALES REPRESENTATIVE IN THE CHICAGO AND MICHIGAN TERRITORIES IS THE

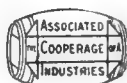
LELAND STATE & LUMBER COMPANY

HOME OFFICE LELAND, MISSISSIPPI

MANUFACTURERS AND WHOLESALE

LELAND, MISS.
U. S. A.

F. T. TURNER, PRESIDENT
C. E. ROBBS, VICE PRESIDENT
F. G. WOODS, SECRETARY
H. D. LOVE, TREASURER
W. F. LITTLE, GENERAL MANAGER



CHICAGO OFFICE
1039 MARQUETTE BUILDING
PHONE RANDOLPH 7957
C. W. PARHAM, MANAGER

*We Are in the Market
for
5,000,000 Feet
of
High Grade Hardwoods, White Pine and Cypress*

J. Gibson McIlvain Company

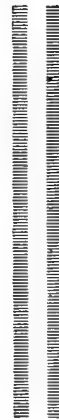
Manufacturers—Wholesalers

ESTABLISHED 1798

Philadelphia, Pa.

INCORPORATED 1920

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

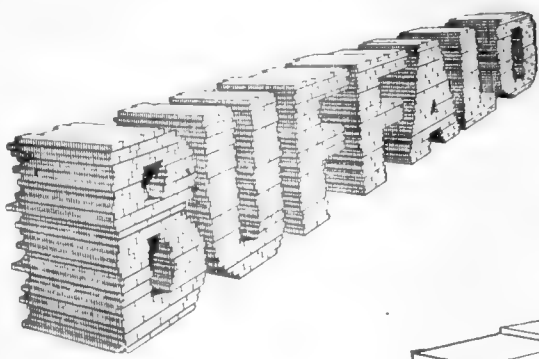
Gateway for the Best Forest Products
of Wisconsin and Upper Michigan

BIRCH ELM

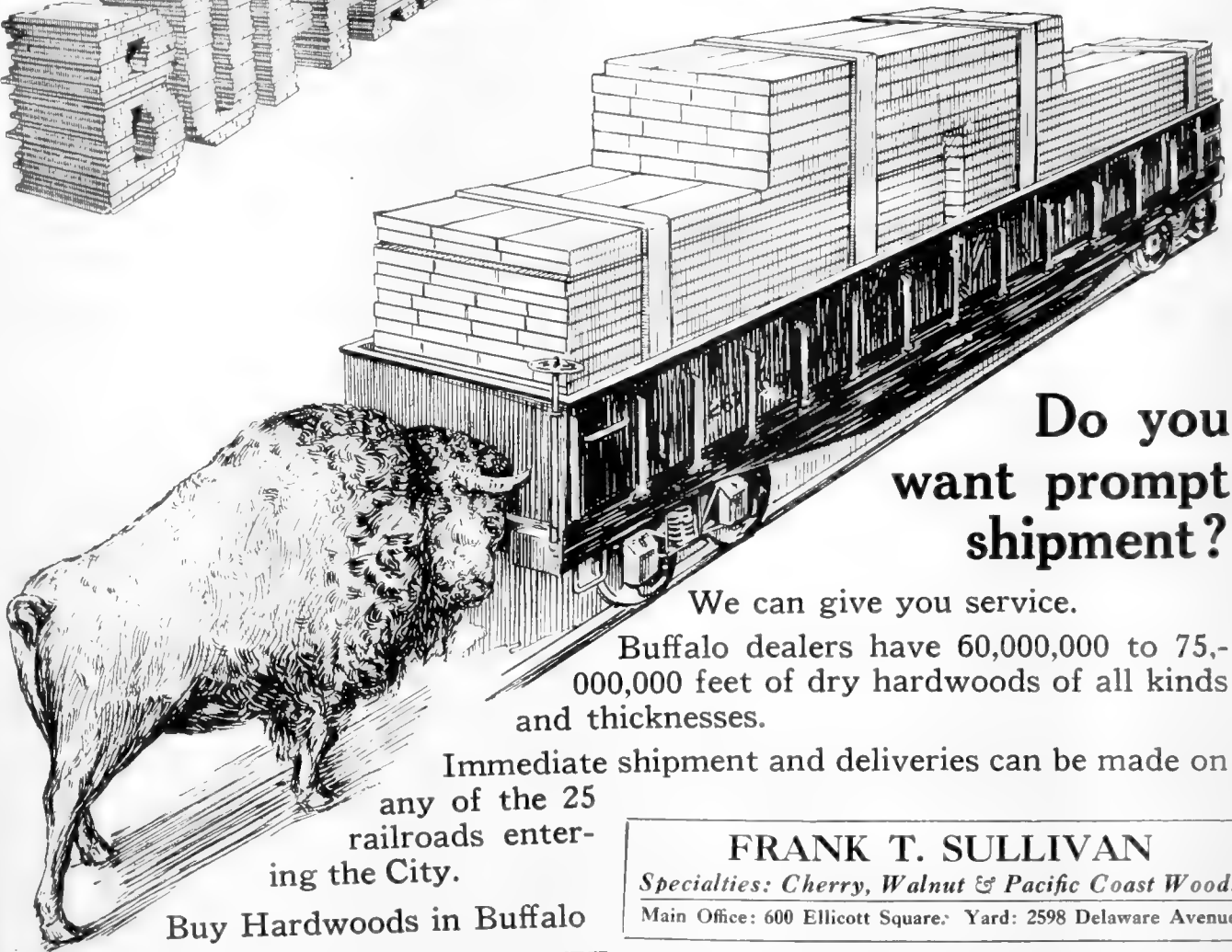
BASSWOOD

HARD MAPLE

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



FOR HARDWOODS



**Do you
want prompt
shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

Buy Hardwoods in Buffalo

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH
NIAGARA—CORNER ARTHUR

TAYLOR & CRATE
Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Est. 56 Years Rail or Cargo Shipments

G. ELIAS & BRO., Inc.
ALL KINDS OF LUMBER
ESTABLISHED 1881
965 ELK STREET

Blakeslee, Perrin & Darling
A complete stock of Seasoned HARDWOODS, including: Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut
1100 SENECA STREET

YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS
932 ELK STREET

FRANK T. SULLIVAN
Specialties: Cherry, Walnut & Pacific Coast Woods
Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

ATLANTIC LUMBER CO.
HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 SENECA STREET

MILLER, STURM AND MILLER
HARDWOODS OF ALL KINDS
1142 SENECA STREET

HUGH McLEAN LUMBER CO.
Our Specialty: QUARTERED WHITE OAK
940 ELK STREET

Buffalo Hardwood Lumber Company
J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.
We Specialize in WHITE ASH, OAK and MAPLE
940 SENECA STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

DONN PIATT HARDWOOD CRATING

The E & W Lumber Company

NORTHERN and SOUTHERN
HARDWOODS
MILL: EDWARDSBURG, MICHIGAN

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.
Mill at Crawfordsville, Ind.

The Powell-Myers Lumber Co.

MANUFACTURERS
Native Hard and Softwoods
Band sawn pattern stock—Furniture & vehicle dimension

H. A. HOOVER

Must Go Today!

4 to 12/4. Common and Better Plain Red and White Oak
6 to 12/4. Common and Better Quartered Red Gum, S&D
6 to 12/4. Log Run Elm
4 to 16/4. Common and Better White Ash

The Hyde Lumber Co.

SOUTHERN HARDWOODS
Oak, Gum, Cottonwood, Elm, Ash, Tupelo

RAY B. MAXSON

Manufacturers' Agent
EVERYTHING in HARDWOODS
PLANK AND DIMENSION

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER
MILLS AND YARDS IN TENNESSEE

The Woodruff-Powell Lumber Co.

SPECIALIZING IN
POPLAR and WALNUT

Boyd-Hillier Lumber Company

OGDEN, UTAH PORTLAND, OREGON
SOUTH BEND, INDIANA
Fir, Spruce, Hemlock, Cedar, White Pine

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana
Concentrating Yards:
Cairo, Illinois, and Troy, Tennessee
HEAVY OAK IS OUR SPECIALTY

Hollister—French Lumber Co.

CYPRESS AND
HARDWOODS

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA
HARDWOODS AND YELLOW PINE

HARRY H. MAUS

QUALITY SERVICE
Northern and Southern Hardwoods

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods
BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City



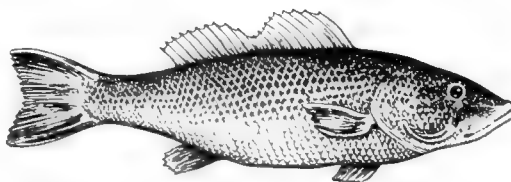
A Service That Is Worth Your Attention

Few Northern operators are as well equipped as we are to handle large yard and industrial requisitions. Our five band mills, cutting 100,000,000 feet annually of Hardwoods, Pine and Hemlock—in addition to our complete planing mill facilities—enable us to handle your every requirement in Northern woods.

The personnel of our organization has been chosen for unusual practical experience. These points count strongly to the discriminating buyer who wants something quickly. We can always cut special orders in Hardwood or Hemlock dimension. Our specialty is the famous Shawano County Hard Maple up to three inches in thickness, and hearts and skid stock for the industrial trade.

WHILE PRESENT ORDERS ARE AS A RULE SMALL, THEY WILL SERVE WELL FOR A TRIAL. LET US FIGURE WITH YOU.

buy from fish



WE OFFER THE FOLLOWING DRY STOCK

BIRCH

1" No. 2 Com..... 5 cars
1" No. 1 Com..... 5 cars
1" No. 1 Com. & Bet. 10 cars
(Very Choice Stock)

BASSWOOD

1" No. 2..... 3 cars
5/4" No. 3..... 1 car
6/4" No. 3..... 1 car
8/4" No. 3..... 1 car

SOFT ELM

8/4" No. 3 Com..... 2 cars

Complete assortment of
DRY MERCHANTABLE HEMLOCK
Can ship straight or mixed cars milled to order

Branch Offices

**CHICAGO ROCKFORD
GRAND RAPIDS**

CHARLES W. FISH LUMBER COMPANY, ELCHO, WISCONSIN

MEMPHIS

TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER  VENEERS

MEMPHIS

ASH (10 Mos. Dry)	
10 1/2" Log Run	1 car
POPLAR (10 Mos. Dry)	
10 1/2" Log Run	1 car
CYPRESS (10 Mos. Dry)	
10 1/2" Log Run	1 car
ELM (10 Mos. Dry)	
10 1/2" Log Run	1 car
PLAIN RED GUM (10 Mos. Dry)	
10 1/2" Log Run	1 car
PLAIN WHITE OAK (10 Mos. Dry)	
10 1/2" Log Run	1 car
QTD RED OAK (10 Mos. Dry)	
10 1/2" Log Run	1 car
QTD WHITE OAK (10 Mos. Dry)	
10 1/2" Log Run	1 car
MAPLE (10 Mos. Dry)	
10 1/2" Log Run	1 car
SYCAMORE (10 Mos. Dry)	
10 1/2" Log Run	1 car
CYPRESS (10 Mos. Dry)	
10 1/2" Log Run	1 car
PLAIN RED GUM (10 Mos. Dry)	
10 1/2" Log Run	1 car
PLAIN WHITE OAK (10 Mos. Dry)	
10 1/2" Log Run	1 car
QTD RED OAK (10 Mos. Dry)	
10 1/2" Log Run	1 car
QTD WHITE OAK (10 Mos. Dry)	
10 1/2" Log Run	1 car

Johnson Bros. Hardwood Co.

ENDEAVORING to increase the efficiency of our SERVICE to the consuming trade, we are pleased to announce that in addition to our Band Mills at Percy and Issaquena, Mississippi, we have taken over the sales of Alexander Bros., of Belzoni, Mississippi, with band mills located at Junk, Louisiana, Belzoni, Mississippi, and Memphis, Tennessee.

With the addition of these mills, we will now have available a daily production of ONE HUNDRED SIXTY THOUSAND FEET. This production will constitute all Southern Hardwoods.

There will be no change in our POLICY or PERSONNEL. We will continue to Specialize in Soft Textured RED GUM and CYPRESS.

Your inquiries solicited.

The Frank A. Conkling Co.
SOUTHERN HARDWOODS

CYPRESS	
4 1/4" Shop & Btr	1 car
4 1/4" Nos. 1 & 2 Com	2 cars
ELM	
4 1/4" 12 1/4" No. 2 C & B	5 cars
QUARTERED RED GUM	
4 1/4" FAS	5 cars
4 1/4" No. 1 Common	2 cars
4 1/4" No. 2 Common	2 cars
PLAIN SAP GUM	
4 1/4" FAS	3 cars
4 1/4" No. 1 Common	1 car
4 1/4" FAS	3 cars
4 1/4" No. 1 Common	3 cars
4 1/4" No. 2 Common	1 car
4 1/4" FAS	1 car
4 1/4" No. 1 Common	2 cars
4 1/4" Box Boards, 9-12"	2 cars
4 1/4" Box Boards, 12-15"	1 car
QUARTERED WHITE OAK	
4 1/4" FAS	1 car
4 1/4" FAS	3 cars

Dickson & Lambert Lumber Co.

QTD RED GUM, S&D	
5 1/4" Com & Btr	50,000'
6 1/4" Com & Btr	50,000'
PLAIN SAP GUM	
4 1/4" No. 1 Common	75,000'
4 1/4" No. 2 Common	200,000'
4 1/4" No. 3 Common	50,000'
5 1/4" Com & Btr	100,000'
5 1/4" No. 2 & 3 Com	100,000'
6 1/4" Com & Btr	50,000'
6 1/4" No. 2 & 3 Com	100,000'
PLAIN RED GUM	
4 1/4" No. 1 Common	100,000'
4 1/4" No. 2 Common	100,000'
4 1/4" No. 3 Common	100,000'
5 1/4" Com & Btr	100,000'
5 1/4" No. 1 Common	100,000'
5 1/4" No. 2 Common	100,000'

Geo. C. Brown & Co.

QUARTERED WHITE OAK	
4 1/4" FAS	50,000'
4 1/4" No. 1 Common	50,000'
4 1/4" No. 2 Common	20,000'
4 1/4" No. 3 Common	20,000'
4 1/4" No. 1 Common	70,000'
PLAIN WHITE OAK	
4 1/4" No. 1 Common	65,000'
4 1/4" No. 2 Common	70,000'
4 1/4" No. 3 Common	80,000'
4 1/4" No. 1 Common	70,000'
QUARTERED RED GUM	
4 1/4" FAS	20,000'
4 1/4" No. 1 Common	15,000'
4 1/4" No. 2 Common	15,000'
PLAIN RED OAK	
4 1/4" FAS	20,000'
4 1/4" FAS	20,000'
4 1/4" FAS	12,000'
4 1/4" No. 1 Common	100,000'
4 1/4" No. 2 Common	10,000'
4 1/4" No. 3 Common	15,000'
OAK	
4 1/4" Sound Wormy	100,000'
4 1/4" Sound Wormy	100,000'

GAYOSO LUMBER CO.

Specializing in
**KILN DRIED
HARDWOODS**

We have kiln capacity of approximately
One Million Feet Per Month
James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.
Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

DRY CYPRESS

4/4 to 12/4, All Grades
ONE MILLION FEET READY FOR
SHIPMENT

Send for Special Cypress Stock List

Tustin Hardwood Lbr. Co.

HARDWOODS

MEMPHIS

WHITE ASH

1" Sel. & FAS	75,000'	10 1/4" No. 2 Common	19,000'
5/4" No. 1 & FAS	18,000'	12 1/4" No. 2 Common	15,000'
6 1/4" No. 1 & FAS	25,000'	16 1/4" No. 2 Common	9,000'
8 1/4" No. 1 & FAS	30,000'	Miscellaneous Hardwoods	
10 1/4" No. 1 & FAS	19,000'	PLAIN RED OAK	
12 1/4" No. 1 & FAS	11,000'	1" No. 1 Common	150,000'
14 1/4" No. 1 & FAS	30,000'	1" No. 2 Common	150,000'
16 1/4" No. 1 & FAS	62,000'	SAP GUM	
14 1/4" No. 1, 10" & u. FAS	150,000'	1" No. 1 Common	50,000'
14 1/4" No. 1 Common	129,000'	1" No. 2 Common	50,000'
5 1/4" No. 1 Common	35,500'	6 1/4" Com. & Btr.	50,000'
6 1/4" No. 1 Common	31,000'	5 1/4" No. 2 Common	75,000'
8 1/4" No. 1 Common	170,000'	QTD. RED GUM, S. N. D.	
10 1/4" No. 1 Common	29,000'	6 1/4" Com. & Btr.	50,000'
12 1/4" No. 1 Common	21,000'	SOFT MAPLE	
16 1/4" No. 1 Common	24,000'	12 1/4" No. 2 Com. & Btr.	28,000'
14 1/4" No. 2 Common	120,000'	COTTONWOOD	
5 1/4" No. 2 Common	79,000'	1" 18 & 28	15,000'
6 1/4" No. 2 Common	37,000'	5 1/4" No. 1 Common	17,000'
8 1/4" No. 2 Common	31,000'		

Thompson-Katz Lumber Co.

8 1/4" FAS	ASH	15,000'	8 1/4" Selects	18,000'
10 1/4" Com. & Btr.		37,000'	4 1/4" No. 1 Shop	4,000'
12 1/4" Com. & Btr.		15,000'	5 1/4" No. 1 Shop	4,000'
16 1/4" Com. & Btr.		5,000'	6 1/4" No. 1 Shop	17,000'
1 1/4" No. 1 Common		25,000'	8 1/4" No. 1 Shop	18,000'
3 1/4" No. 1 Common		70,000'	4 1/4" No. 1 Common	12,000'
6 1/4" No. 1 Common		30,000'	6 1/4" No. 1 Common	10,000'
8 1/4" No. 1 Common		30,000'	ELM	
10 1/4" No. 1 Common		12,000'	4 1/4" Log Run	6,000'
12 1/4" No. 1 Common		9,000'	6 1/4" Log Run	11,000'
16 1/4" No. 1 Common		22,000'	8 1/4" Log Run	6,000'
8 1/4" No. 2 Common		5,000'	SAP GUM	
10 1/4" No. 2 Common		3,000'	4 1/4" FAS	7,500'
12 1/4" No. 2 Common		4,000'	5 1/4" No. 1 Common	85,000'
14 1/4" Log Run		50,000'	5 1/4" No. 1 Common	48,000'
BEECH			6 1/4" No. 1 Common	9,000'
4 1/4" FAS		11,000'	8 1/4" No. 1 Common	9,000'
6 1/4" FAS		11,000'	QUARTERED WHITE OAK	
4 1/4" Selects		9,000'	4 1/4" FAS	14,000'
6 1/4" Selects		10,000'	5 1/4" FAS	17,000'
			6 1/4" FAS	17,000'
			8 1/4" FAS	3,000'

Welsh Lumber Company

MILL AT
BYNG, MISS.F. W. DUGAN
J. R. COLLINSDUGAN LUMBER
COMPANY

Manufacturers and Shippers
Domestic and Export
Hardwood Lumber

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4 1/4" 18 & 28, 10" & up	1 car	16 1/4" No. 1 Com. & Btr.	1 car
5 1/4" 18 & 28, 10" & up	1 car	14 1/4" No. 1 Common	2 cars
1 1/4" 18 & 28, regular	1 car	5 1/4" No. 1 Common	1 car
5 1/4" 18 & 28, regular	1 car	6 1/4" No. 1 Common	1 car
6 1/4" 18 & 28, regular	2 cars	8 1/4" No. 1 Common	4 cars
4 1/4" No. 1 Com. & Btr.	2 cars	10 1/4" No. 1 Common	1 car
5 1/4" No. 1 Com. & Btr.	2 cars	12 1/4" No. 1 Common	1 car
6 1/4" No. 1 Com. & Btr.	2 cars	14 1/4" No. 1 Common	2 cars
8 1/4" No. 1 Com. & Btr.	1 car	5 1/4" No. 2 Common	1 car
10 1/4" No. 1 Com. & Btr.	3 cars	6 1/4" No. 2 Common	1 car
12 1/4" No. 1 Com. & Btr.	3 cars	8 1/4" No. 2 Common	1 car

White Ash Our Specialty
John M. Woods Lumber Co.

We Specialize in Mixed Car Oak

Regular Widths and Lengths		Lengths	
QUARTERED WHITE OAK		5 1/4" FAS	22,000'
4 1/4" FAS	83,000'	5 1/4" No. 1 Common	29,000'
4 1/4" No. 1 Common	94,000'	8 1/4" FAS	19,000'
5 1/4" FAS	19,000'	10 1/4" FAS	7,000'
5 1/4" No. 1 Common	15,000'	12 1/4" FAS	72,000'
6 1/4" FAS	18,000'	16 1/4" FAS	50,000'
6 1/4" No. 1 Common	15,000'	QTD. RED AND WHITE OAK	
QUARTERED RED OAK		4 1/4" No. 1 Common & Btr.	
4 1/4" FAS	20,000'	Sound Wormy	25,000'
4 1/4" No. 1 Common	50,000'	PLAIN RED AND WHITE OAK	
5 1/4" No. 1 Com. & Btr.	8,500'	4 1/4" No. 1 Common & Btr.	
PLAIN RED OAK		Sound Wormy	183,000'
4 1/4" FAS	87,000'	HICKORY	
4 1/4" No. 1 Common	138,000'	4 1/4" Log Run	28,000'
4 1/4" No. 2 Common	58,000'	6 1/4" Log Run	15,000'
5 1/4" FAS	19,000'	10 1/4" Log Run	10,000'
5 1/4" No. 1 Common	24,000'	ASH	
PLAIN WHITE OAK		8 1/4" Log Run	2,500'
1 1/4" FAS	18,000'	5 1/4" Log Run	4,000'
4 1/4" No. 1 Common	139,000'	1 1/4" Log Run	8,000'
4 1/4" No. 2 Common	80,000'	WHITE AND RED OAK	
		7x9"—9 20" Sw. Ties	1,500,000'

Ferguson & Palmer Company

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCK

My Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS

BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIALStandard sizes on hand for prompt shipment. Special items
cut to order.

438 RANDOLPH BUILDING

ASH		SAP GUM	
1 1/4" Com. & Btr.	75,000'	5 8-4/4-5 1/4" No. 1 C&B	500,000'
5 1/4" Com. & Btr.	60,000'	6 1/4-8 1/4" No. 1 C&B	600,000'
6 1/4" Com. & Btr.	35,000'	4 1/4-5 1/4-6 1/4" No. 2 & 3 C&B	600,000'
8 1/4" Com. & Btr.	110,000'	PLAIN RED GUM	
10 1/4" Com. & Btr.	118,000'	4 1/4-5 1/4-6 1/4-8 1/4" No. 1 Com	
12 1/4" Com. & Btr.	27,000'	& Btr.	475,000'
16 1/4" Com. & Btr.	27,000'	4 1/4-5 1/4" No. 2 Common	275,000'
COTTONWOOD		QUARTERED RED GUM	
4 1/4" FAS, 6-12"	200,000'	4 1/4-5 1/4-6 1/4-8 1/4" C&B	210,000'
4 1/4" No. 1 Common	150,000'	8 1/4" Com. & Btr., S.N.D.	500,000'
5 1/4" FAS	79,000'	SOFT MAPLE	
5 1/4" No. 1 Common	60,000'	4 1/4-5 1/4-6 1/4-8 1/4" L. R.	870,000'
5 1/4" No. 2 Common	45,000'	10 1/4-12 1/4-13 1/4" L. R.	365,000'
6 1/4" FAS	25,000'	PLAIN RED OAK	
6 1/4" No. 1 Common	45,000'	4 1/4-5 1/4-6 1/4-8 1/4" C&B	1,000,000'
6 1/4" No. 2 Common	30,000'	4 1/4-5 1/4" No. 2 & 3 Com.	800,000'
CYPRESS		QUARTERED RED OAK	
1 1/4-5 1/4-6 1/4-8 1/4" Shop & Better	100,000'	1 1/4" No. 1 Common	12,000'
1 1/4-5 1/4" No. 1 & 2 Com	500,000'	PLAIN WHITE OAK	
ELM		4 1/4-5 1/4-6 1/4-8 1/4" No. 2 C&B	550,000'
1 1/4" Log Run	5,000'	QUARTERED WHITE OAK	
6 1/4" Log Run	62,000'	4 1/4-5 1/4" No. 2 C&B	275,000'
8 1/4" Log Run	60,000'	TUPELO	
		5 1/4" No. 2 Com. & Btr.	80,000'

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

Regular Widths and Lengths

QUARTERED WHITE OAK		QUARTERED RED GUM	
1 1/2" No. 1 Common.....	50,000'	4/4" FAS.....	60,000'
5/2" FAS.....	16,000'	4/4" No. 1 Common.....	180,000'
5/2" No. 1 Common.....	25,000'	5/2" FAS.....	20,000'
6/2" FAS.....	12,000'	5/4" No. 1 Common.....	86,000'
6/2" No. 1 Common.....	30,000'	6/2" FAS.....	20,000'
PLAIN WHITE OAK		6/4" No. 1 Common.....	51,000'
1 1/2" No. 1 Common.....	60,000'	5/2" FAS.....	18,000'
1 1/2" No. 2 Common.....	31,000'	8/4" No. 1 Common.....	87,000'
QUARTERED RED OAK		QTD SAP GUM, S. N. D.	
1 1/2" FAS, 10" & up.....	16,000'	1/1" FAS.....	50,000'
1 1/2" FAS, 6" & up.....	11,000'	4/4" No. 1 Common.....	111,000'
1 1/2" No. 1 Common.....	32,000'	5/2" FAS.....	62,000'
5/8" No. 1 Common.....	10,000'	5/4" No. 1 Common.....	189,000'
PLAIN RED OAK		8/4" FAS.....	67,000'
1/1" FAS, 12" & up.....	16,000'	5/4" No. 1 Common.....	102,000'
1/1" FAS, 6" & up.....	12,000'	10/4" FAS.....	20,000'
1/1" No. 1 Common.....	180,000'	10/1" No. 1 Common.....	76,000'

The Mossman Lumber Co., Inc.

ASH		QUARTERED SAP GUM	
4/4" No. 1 & 2 Com.....	12,000'	4/4" No. 1 Common.....	30,000'
COTTONWOOD		5/4" No. 1 Com. & Btr.....	45,000'
4/4" L. R., 6 mos dry.....	100,000'	8/4" No. 1 Com. & Btr.....	100,000'
CYPRESS		QUARTERED RED OAK	
4/4" No. 1 Shop & Btr.....	50,000'	4/4" No. 1 Common.....	36,000'
6/4" No. 1 Shop & Btr.....	56,000'	5/4" No. 1 Common.....	20,000'
ELM		8/4" No. 1 Common.....	30,000'
4/4" Log Run.....	12,000'	SOFT MAPLE	
8/4" Log Run.....	46,000'	4/4" Log Run.....	30,000'
10/4" Log Run.....	23,000'	12/4" Log Run.....	70,000'
PLAIN RED GUM		QUARTERED RED OAK	
3/4" No. 1 Com. & Btr.....	16,000'	4/4" No. 1 Common.....	25,000'
4/4" No. 1 Common.....	35,000'	QUARTERED WHITE OAK	
PLAIN SAP GUM		4/4" No. 1 Common.....	70,000'
4/4" 1s & 2s.....	40,000'	4/4" No. 2 Common.....	15,000'
4/4" No. 1 Common.....	150,000'	PLAIN RED OAK	
4/4" No. 2 Common.....	75,000'	4/4" 1s & 2s.....	45,000'
4/4" No. 3 Common.....	30,000'	4/4" No. 1 Common.....	100,000'
4/4" Log Run.....	150,000'	5/4" No. 1 Common.....	60,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

SERVICE

BASED ON PERSONAL ATTENTION

Having been associated with all phases of southern hardwood production and handling for many years, I am pleased to offer to careful buyers a personal service of unique and distinctive character. Address your inquiries to me personally.

D. S. WATROUS

805-6 CENTRAL BANK BUILDING

QUARTERED WHITE OAK		PLAIN RED GUM	
3/4" No. 2 Com. & Btr.....	12,000'	5/4" No. 1 Common.....	30,000'
4/4" No. 1 Common.....	60,000'	4/4" No. 1 Com. & Btr.....	18,000'
5/4" No. 1 Common.....	52,000'	6/4" No. 1 Common.....	19,000'
6/4" No. 1 Common.....	25,000'	QTD. RED GUM, S. N. D.	
PLAIN WHITE OAK		4/4" No. 1 Com. & Btr.....	20,000'
4/4" No. 1 Common.....	30,000'	5/4" No. 1 Com. & Btr.....	90,000'
4/4" No. 2 Common.....	50,000'	6/4" No. 1 Com. & Btr.....	11,000'
PLAIN RED OAK		10/4" No. 1 Common.....	5,000'
4/1" No. 1 Com. & Btr.....	53,000'	12/4" No. 1 Com. & Btr.....	75,000'
1 1/2" No. 1 Common.....	105,000'	16/4" No. 1 Com. & Btr.....	25,000'
QUARTERED RED GUM		PLAIN SAP GUM	
4/4" No. 1 Com. & Btr.....	35,000'	4/4" No. 1 Com. & Btr.....	95,000'
6/4" No. 1 Com. & Btr.....	70,000'	6/4" 1s & 2s.....	90,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.

Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

WHITE ASH
5/4" No. 2 Com. & Btr. 30,000'
6/4" No. 2 Com. & Btr. 15,000'
8/4" No. 2 Com. & Btr. 50,000'

COTTONWOOD		PLAIN RED OAK	
4/4" No. 1 Common.....	50,000'	4/4" No. 1 Common.....	200,000'
PLAIN SAP GUM		4/4" No. 2 Common.....	50,000'
5/8" FAS.....	17,000'	5/4" No. 1 Common.....	50,000'
QUARTERED RED GUM		QUARTERED RED OAK	
4/4" No. 1 Com. & Btr.....	100,000'	4/4" No. 1 Com. & Btr.....	100,000'
13" & wider.....	100,000'	6/4" No. 1 Com. & Btr.....	25,000'
4/4" 18" & up Panel & wider.....	20,000'	PLAIN RED OAK	
4/4" FAS.....	100,000'	5/8" No. 1 Com. & Btr.....	50,000'
4/1" No. 1 Common.....	150,000'	3/4" No. 1 Com. & Btr.....	100,000'
4/4" No. 1 Common, 12" & wider.....	50,000'	4/4" No. 1 Common.....	200,000'
4/4" No. 2 Common.....	100,000'	4/4" No. 2 Common.....	100,000'
5/4" No. 1 Com. & Btr.....	200,000'	QUARTERED RED OAK	
5/4" FAS, 15" & wider.....	75,000'	4/4" No. 1 Com. & Btr.....	50,000'
QUARTERED SAP GUM		4/4" No. 2 Common.....	50,000'
4/4" No. 1 Com. & Btr.....	75,000'	PLAIN WHITE OAK	
6/4" No. 1 Com. & Btr.....	40,000'	4/4" No. 1 Common.....	50,000'
PLAIN RED GUM		4/4" No. 2 Common.....	30,000'
5/8" FAS.....	25,000'	QUARTERED WHITE OAK	
3/4" No. 1 Com. & Btr.....	25,000'	4/4" No. 1 Common.....	90,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

WHITE ASH		QUARTERED RED GUM	
5/4" No. 1 Common.....	30,000'	4/4" No. 1 Common.....	60,000'
8/4" No. 1 Com. & Btr.....	16,000'	4/4" No. 2 Common.....	100,000'
COTTONWOOD		5/4" 1s & 2s.....	50,000'
4/4" Box Boards, 13-17".....	50,000'	5/4" No. 2 Common.....	100,000'
4/4" Box Boards, 9-12".....	50,000'	6/4" 1s & 2s.....	10,000'
4/4" 1s & 2s.....	50,000'	6/4" No. 1 Common.....	100,000'
4/4" No. 1 Common.....	100,000'	6/4" No. 2 Common.....	50,000'
4/4" No. 2 Common.....	100,000'	QUARTERED SAP GUM	
4/4" No. 3 Common.....	20,000'	4/4" No. 1 Com. & Btr.....	50,000'
5/4" 1s & 2s.....	35,000'	6/4" No. 1 Com. & Btr.....	100,000'
5/4" No. 1 Common.....	75,000'	HICKBERRY	
CYPRESS		4/4" Log Run.....	51,000'
4/4" No. 1 Common.....	20,000'	LOCUST	
5/4" No. 1 Common.....	16,000'	4/4" Log Run.....	30,000'
8/4" No. 1 Common.....	5,000'	MAPLE	
ELM		6/4" Log Run.....	15,000'
6/4" No. 2 Common.....	38,000'	PECAN	
6/4" No. 3 Common.....	49,000'	8/1" Log Run.....	50,000'
PLAIN RED GUM		SYCAMORE	
4/4" No. 1 Com. & Btr.....	12,000'	4/4" Log Run.....	60,000'
5/4" No. 1 Common.....	50,000'	QUARTERED RED GUM	
PLAIN SAP GUM		4/4" No. 1 Com. & Btr.....	40,000'
3/4" 1s & 2s.....	50,000'	6/4" No. 1 Com. & Btr.....	30,000'
		8/4" No. 1 Com. & Btr.....	30,000'

Mark H. Brown Lumber Co.

SOUTHERN WHITE ASH

4/4 to 20/4" No. 2 Common & Better

Special Widths and Lengths

YARDS

MEMPHIS

NEW ORLEANS

Dudley Lumber Company

HARDWOODS

MEMPHIS

ASH	
4/4-12 1" No 2 C & B	2 cars
COTTONWOOD	
4/1" 6" & Wdr	16,000'
QUARTERED RED GUM	
6/1" No 1 Common	18,000'
QUARTERED SAP GUM	
8/1" FAS	11,000'
8/1" No 1 Common	16,000'
PLAIN SAP GUM	
5/4" FAS	9,000'
4/4" No 1 Common	6,000'
5/1" No 1 Common	28,000'
PLAIN RED OAK	
8/4" FAS	1,000'
10/1" FAS	12,100'
4/4" No 1 Common	10,200'
5/1" No 1 Common	6,000'
8/4" No 1 Common	15,100'
8/4" No 1 Common	16,700'

10 4" No. 1 Common	29,200'
4/1" Sound Wormy	11,000'
8/4" Sound Wormy	32,700'
4/1" No. 2 Common	50,000'
5/1" No. 2 Common	13,500'
6/1" No. 2 Common	20,200'
8/1" No. 2 Common	16,700'
10/4" No. 2 Common	6,000'
QUARTERED WHITE OAK	
4/4" FAS	10,100'
5/4" FAS	2,500'
6/4" FAS	4,500'
4/4" No. 1 Common	5,700'
4/4" No. 2 Common	29,000'
5/4" No. 2 Common	5,500'
6/4" No. 2 Common	8,000'
POPLAR	
1/1" No 1 Common	60,000'
8/4" No. 1 Common	15,500'
4/4" No. 2 Common	35,000'

Goodlander-Robertson Lbr.Co.

ASH	
16/4" Com & Btr	10,000'
12/4-10/4-8/4" C. & B.	100,000'
5/4-6/4" No. 1 & 2 C.	30,000'
4/4" No. 1 & 2 Com.	30,000'
CYPRESS	
5/4" Shop & Btr	50,000'
6/4" Shop & Btr	60,000'
WALNUT	
4/4" Log Run	10,000'
ELM	
12/4-10/4" Log Run	100,000'
SYCAMORE	
10/4" Com. & Btr.	110,000'
6/4" Com. & Btr.	21,000'

QUARTERED WHITE OAK	
4/4" Com. & Btr.	60,000'
5/4-6/4-8/4" C. & B.	30,000'
PLAIN RED OAK	
3/4-4/4-5/4" C. & B.	60,000'
PLAIN WHITE OAK	
4/4" No. 1 Common	100,000'
5/4-8/4" Com. & Btr.	40,000'
POPLAR	
8/4" Com. & Btr.	48,000'
4/4" Box Boards, 9-17"	17,000'
4/4" FAS	18,000'
4/4" Sap & Sel.	21,000'
4/4" No. 1 & 2 Com.	100,000'
SAP GUM	
4/4-5/4-6/4-8/4" FAS.	30,000'
4/4-5/4" No. 1 & 2 C.	124,000'

Memphis Band Mill Co.

M—emphis believes in advertising
E—ntirely to a concentrated
M—anufacturers' list of the most
P—rominent Hardwood users.
H—er facilities for service are
I—llimitable and
S—upreme.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

SAP GUM	
4/4" 1s & 2s, 7 mos.	5 cars
3/4" 1s & 2s, 9 mos.	2 cars
4/4" No. 1 Com., 7 mos.	10 cars
3/4" No. 1 Com., 8 mos.	5 cars
3/4" No. 1 Com., 8 mos.	1 car
QUARTERED SAP GUM	
6/1" Com. & Btr., 8 mos.	3 cars
5/4" Com. & Btr., 8 mos.	2 cars
RED GUM	
4/4" 1s & 2s, 8 mos.	2 cars
6/1" 1s & 2s, 8 mos.	1 car
4/4" No. 1 Com., 8 mos.	5 cars
6/4" No. 1 Com., 8 mos.	3 cars
4/4" 1s&2s, 10-12", 8 mos.	2 cars
SAP GUM	
4/4" 1s&2s, 10-12", 7 mos.	3 cars
PLAIN RED OAK	
4/4" 1s & 2s, 6 mos.	2 cars

7/4" 1s & 2s, 8 mos.	2 cars
4/1" No 1 Com., 6 mos.	10 cars
7/1" No 1 Com., 6 mos.	4 cars
4/1" No 2 Com., 8 mos.	5 cars
QTD. WHITE OAK	
4/4" No. 1 Com., 7 mos.	4 cars
ELM	
8/4" Log Run, 6 mos.	5 cars
10/4" Log Run, 5 mos.	4 cars
SYCAMORE	
9/4" Log Run, 6 mos.	3 cars
HACKBERRY	
4/4" Log Run, 6 mos.	1 car
POPLAR	
4/4" No. 1 Com., 6 mos.	3 cars
HICKORY	
6/4" Log Run, 8 mos.	5 cars

Dacus-Richards Hardwood Co.

BASSWOOD	
4/4" Log Run	83,000'
12/1" Log Run	64,000'
COTTONWOOD	
4/4" 1s & 2s	17,000'
4/4" No. 1 & No. 2 Com.	16,000'
ELM	
4/4" Log Run	17,000'
6/4" Log Run	38,000'
8/4" Log Run	59,000'
10/4" Log Run	36,000'
12/4" Log Run	36,000'
PLAIN RED GUM	
4/4" No. 1 Common	109,000'
4/4" No. 2 Common	16,000'
QUARTERED RED GUM	
5/1" 1s & 2s	6,000'
8/4" 1s & 2s	9,000'

4/1" No. 1 Common	160,000'
5/1" No. 1 Common	27,000'
6/4" No. 1 Common	26,000'
8/4" No. 1 Common	27,000'
QTD. RED GUM, S. N. D.	
5/4" 1s & 2s	7,000'
6/4" 1s & 2s	17,000'
8/4" 1s & 2s	35,000'
5/4" No. 1 Common	39,000'
6/4" No. 1 Common	46,000'
8/4" No. 1 Common	89,000'
SAP GUM	
4/4" 1s & 2s	33,000'
5/4" 1s & 2s	15,000'
4/4" No. 1 Common	99,600'
5/4" No. 1 Common	96,000'
4/4" No. 2 Common	200,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

QUARTERED WHITE OAK	
4/4" 1s & 2s	1 car
4/4" No. 1 & No. 2 Com. & Btr.	5 cars
6/4" No. 1 & Btr.	1 car
PLAIN WHITE OAK	
4/4" 1s & 2s	1 car
4/4" No. 1 & No. 2 Com. 2 cars	
6/4" No. 1 Com. & Btr.	1 car
PLAIN RED OAK	
3/4" No. 1 & No. 2 Com. 5 cars	
4/4" 1s & 2s	1 car
4/4" No. 1 & No. 2 Com. 3 cars	
5/4" No. 1 Com. & Btr.	5 cars
MIXED OAK	
3/4" Sound Wormy	1 car
4/4" Sound Wormy	3 cars
PLAIN SAP GUM	
5/8" 1s & 2s	10,000'
5/8" No. 1 & No. 2 Com. 6 cars	
3/4" 1s & 2s	1 car
3/4" No. 1 & No. 2 Com. 5 cars	
4/4" Box Bds., 9-12"	1 car
4/4" Box Bds., 13-17"	1 car

4/4" No. 2 Com. & Btr.	5 cars
5/4" 1s & 2s	3 cars
6/4" No. 2 Com. & Btr.	5 cars
QTD. RED GUM, S. N. D.	
4/4" No. 1 Com. & Btr.	5 cars
5/4" No. 1 Com. & Btr.	4 cars
6/4" No. 1 Com. & Btr.	3 cars
8/4" No. 1 Common	5 cars
PLAIN RED GUM	
4/4" No. 1 Common	1 car
6/4" No. 1 Common	1 car
QUARTERED RED GUM	
5/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 Com. & Btr.	4 cars
8/4" No. 1 Common	4 cars
QUARTERED BLACK GUM	
8/4" No. 1 Com. & Btr.	3 cars
ASH	
5/4" No. 1 Com. & Btr.	3 cars
8/4" No. 1 Com. & Btr.	2 cars
12/4-16/4" No. 1 C. & B.	1 car
CYPRESS	
8/4" No. 1 & No. 2 Com.	100,000'

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD	
4/4" Com. & Btr., 6 mo.	1 car
RED GUM	
5/8" Com. & Btr., 6 mo.	1 car
4/4" 1s & 2s, 6 mo.	1 car
4/4" No. 1 Com., 6 mo.	5 cars
SAP GUM	
5/8" 1s & 2s, 4 mo.	4 cars
5/8" No. 1 Com., 4 mo.	2 cars
4/4" 1s & 2s, 4 mo.	1 car
4/4" No. 1 Com., 4 mo.	2 cars
QTD. RED GUM	
8/4" 1s & 2s, 6 mo.	1 car

5/4" No. 1 Com., 6 mo.	1 car
6/4" Com. & Btr., 4 mo.	1 car
SOFT MAPLE	
6/4" Log Run, 6 mo.	1 car
RED OAK	
4/4" 1s & 2s, 6 mo.	4 cars
4/4" No. 1 Com., 6 mo.	5 cars
3/4" Com. & Btr., 4 mo.	1 car
WHITE OAK	
4/4" 1s & 2s, 6 mo.	2 cars
4/4" No. 1 Com., 6 mo.	5 cars
QTD. WHITE OAK	
4/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

HARDWOODS

"HOOSIER HAVE MADE"

S.P. COPPOCK & SONS LUMBER CO.

Manufacturers and Dealers

Indiana
Quartered Oak
a Specialty

Hardwood Lumber

FORT WAYNE, IND.

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana
Quartered Red and White
OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
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Hardwood Record

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Vol. LI

CHICAGO, AUGUST 25, 1921

No. 9

Review and Outlook

General Market Conditions

THE ADVANCE OF THE SEASON seems to be clearly bearing out HARDWOOD RECORD's prophecies of the past few months. It has seemed to the editors of HARDWOOD RECORD that the turn definitely set in this spring, and though the low level might likely be maintained for a period, the worst part of the depression passed with the gradual checking of downward tendencies. HARDWOOD RECORD still believes that many dark clouds must pass over before the full effect of advancing business is felt. The situation might be likened to a summer sun shining steadily behind the storm clouds and eventually breaking through with the final dissipation of storm indications. Confidence is unquestionably on the increase and aggressive business policies are having their direct as well as psychological effect. Liquidation is now nearing completion, though some lines are still lax enough in this feature to retard purchases. It is notable, however, that even during the last two or three months a number of high lines receded rapidly until today they are on a level insuring a steady measure of buying.

Here and there one notes failures, due not so much to any further depression of business as to the awful strain under which most business houses have been laboring during the past year and a half. Most of them were able to weather the trial; others carried on for a long period until ultimately worn out by the protracted nature of the depression.

One finds in the consuming industries a continued hesitancy which has become a habit. Purchasing factors on their part have experienced continued dragginess in their own sales, and naturally their purchasing policy reflects this condition. Among the mills at the present a slightly better tone is prevailing, with apparent checking of price recession, not marked, however, by any strong conviction that a fixed level or advances may be expected. A slightly better tone of inquiries and orders has prevailed in most markets, but due to the excessive quantity of low grades, which because of unfavorable freight rates can not be moved to distant markets, mills here and there are liquidating high-priced stock in order to carry large quantities of the inferior material. Because of the presence of this accumulation of low grade it may be expected that the uppers may show some recessions, though any character of low grade hardwood lumber should be bought today in quantities by any user in position to make such purchase.

In the North one finds considerable activity in the shipment of grain doors, a number of the mills at present being occupied with this work alone. A good many of the yards are pretty well filled up, though everywhere the much talked of shortage of upper grades is in evidence. As current supplies of logs are cut out operations are closing down consistently. In connection with this general policy of suspending operations, which is common throughout all the hardwood territory, it seems to have progressed far enough so as to minimize the possibility of any sudden or general resumption of operation. A distinct shortage of lumber is the inevitable result and undoubtedly this pronounced scarcity of desired materials is going to have a considerable bearing on the work of gradually bringing back a normal market.

Repeal the Excess Profits Tax Now

THE LUMBER INDUSTRY'S INTEREST in the excess profits tax would be entirely academic, were it not for the fact that the tax is an obstruction to the general revival of business, without which there can be no real improvement in the lumber or any other industry in this country. Therefore, the lumber industry and HARDWOOD RECORD, as the representative of one important branch of it, is hopeful that the decision of the House will be reversed during the Senate debate on the tax revision bill. There is no advantage to be gained and a great deal of harm will be done, by postponing the repeal of the excess profits tax another year. Immediate repeal of the tax, making it retroactive to Jan. 1, 1921, would promptly have a stimulating effect on business. This is not a time above all time to withhold any stimulus to business revival. Relieved of the excess profits tax, business will be encouraged to renewed efforts of economy and efficiency; a worthwhile incentive will be raised up for further elimination of extravagances and a good measure of the present diffidence and hesitancy in business will be removed. In short, the recovery from depression will be accelerated, instead of estopped for another six months.

It does not square with the facts to say that the excess profits tax has already been passed on to the public, for the unprecedented deflation in nearly all lines of business has precluded this almost entirely. But even if this were true, it would not be of enough importance to justify discouraging business economy and confidence at a time when both are so desperately needed.

Aug 25, 1921

A Deplorable Propaganda

WITHIN THE LAST FEW DAYS HARDWOOD RECORD has come into possession of some literature apparently part of a general plan of propaganda, which, while resting on a good principle, is ill conceived, and because of source is anonymous and its spirit steeped in misrepresentation, its reaction must eventually be harmful.

The propaganda in question purports to come from a salesman traveling for a walnut-mahogany house who represents that as his house is adverse to adopting any new ideas, he is addressing a general appeal to manufacturers to enlist their co-operation. He addresses a general letter to such manufacturers, presumably of walnut and mahogany, saying that through his plan the substitution of birch and gum could be stopped within thirty days' time. The idea is that the company's appeal to should supply their salesmen with warning slips reading as follows:

FRIENDLY WARNING

Furniture made of gum or birch spotted in your show window today.

Am sending this word in, and possibly a test purchase will be made to see if your salesmen will represent the furniture as walnut or mahogany, instead of imitation.

This notice is sent to give dealers laboring under a wrong impression time to consult their attorneys and correct any misrepresentation if they be guilty.

ADVANCE AGENT.

Notice A No. 906

These slips are to be handed to salesmen for the lumber companies, and they in turn are to watch for show window displays of furniture containing gum, birch and other substitutes, here and there making a test purchase, to determine whether or not the goods are represented as walnut or mahogany, the implication being that such misrepresentation may be followed by court action.

The principle of substitution and misrepresentation for the purpose of selling an inferior article deserves the condemnation of any man. The public has been sold a vast amount of furniture marketed as walnut or as mahogany when such articles contained a very small quantity of the genuine wood. Indeed, the manufacturers of certain of these substitute woods have made strenuous efforts in their own behalf to build up a prestige based on the excellent qualities of their products which it is their hope will be ultimately marketed on their own merits. For instance, the term "birch-mahogany" is today fairly accepted in the trade as birch finished with a mahogany stain and a great deal of furniture is so sold.

But regardless of the correctness of the principle, the methods employed for attaining the elimination of substitutes are deplorable and can not go far. It is especially unfortunate that they come now at a time when even the retail furniture dealers, who have been most at fault in marketing the false for the genuine, have officially gone on record in a resolution adopted at the Chicago meeting early in July, as against the use of substitutes for walnut and mahogany in furniture represented as made of those woods.

The anonymous character of the propaganda stamps it as of a nature not usually emanating from the lumber industry. This literature was brought to the attention of HARDWOOD RECORD just two days before press day, obviating the possibility of a full inves-

tigation, but inasmuch as the anonymous writer suggested that salesmen should send the names of erring retailers to the walnut association, HARDWOOD RECORD had the opportunity of investigating any such implied connection. The walnut association gave very positive proof that it has no connection, official or unofficial, with any such propaganda and, in fact, had not heard of it until a day or two before it came to the attention of HARDWOOD RECORD. In fact, it is issuing a general letter to this effect.

HARDWOOD RECORD believes that both the furniture manufacturing and retail trades are willing to sell their goods on their merits, and can speedily be shown through education and proper publicity that misrepresentation is directly against their best interests. Such a campaign as this, though, will be resented both by manufacturers and retailers. It is ill-conceived and badly executed and distinctly unfair in that its literature implies connections which do not exist with certain associations. If this is as it is represented, the work of an individual salesman, the associations with which he links his propaganda should take steps to stop it. If it is officially or unofficially connected with any lumber association, that body would do well to cease such activity and divert its funds into more legitimate channels of education and publicity.

A Cause Deserving of Support

AT A TIME when the theory of forest conservation is occupying the attention of business leaders outside of the lumber industry, the impracticability of applying the more advanced practice is brought home with almost tragic force to the lumber operator. Today the very existence of some of the largest units in the lumber manufacturing business is threatened through inability to reach markets with the major portion of their cut. The prices for the lower grades of hardwoods have reached the point where excessive freight rates make their shipment impossible. Many mills, more especially those in the South, are facing disaster because with the thirty-three and a third per cent increase in rates effective August, 1920, their shipping district was so restricted as to virtually annihilate the market.

The Southern Hardwood Traffic Association of Memphis has concentrated on this serious problem, and recently filed a strong complaint before the Interstate Commerce Commission for the re-establishment of old rates. It is believed that favorable decision on the plea will not only greatly assist the operators who are today carrying a staggering burden of low grade stock, but through making it economically possible to market low grade will effect conservation.

The Southern Hardwood Traffic Association is anxious for every last ounce of support it can get from the industry and can be depended upon to turn such support in the direction where it will count most. It is the solemn duty of every hardwood manufacturer to communicate with the association, authorizing the use of his company name as a party to the complaint. Obviously the more representative is the backing for the action on the part of the association, the more probable will be favorable decision by the commission. The action of the association is to be strongly commended from every standpoint, and any hardwood man who is not willing to dictate a letter supporting this action is beyond the power of assistance.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Manufacturers Push Snell-McCormick Bill

"Active support of the principles expressed" by the Snell-McCormick forestry bill now before Congress is urged in a statement authorized by the directors of the National Lumber Manufacturers' Association at their regular meeting July 28 and issued on August 9.

This statement repeats and answers in detail the outstanding objections to the Snell-McCormick bill, and concludes with the declaration that "we have approved the Snell-McCormick bill in the belief that it will provide an adequate and effective solution of the Nation's forest problem."

Such a declaration means a very strong force behind the measure, as it infers the active support of the eleven regional associations constituting the membership of the National. Viewed in this light, the statement is one of the most important that has been made yet on the national forestry policy question.

The text of the statement follows:

In view of public discussions of the Snell-McCormick forestry bill now before Congress, and the endorsement thereof by the National Lumber Manufacturers' Association, the Board of Directors of said association in regular meeting July 28, 1921, and by unanimous vote authorized the following statement of its position and of the reasons which have led it to the conclusion that the principles incorporated in the Snell-McCormick bill are deserving of the lumber industry's support, together with comment upon specific objections to the bill which have been made.

When approached in 1919 in a constructive spirit by the United States Forest Service, first through ex-Forester Graves and later by Forester Greeley, and asked to cooperate in framing and establishing a needed American forest policy, the association unhesitatingly endorsed the project, making at that time a public declaration of its views of the economic principles involved. It called upon its regional constituents to nominate competent representatives to a committee to confer with the Forest Service and other agencies on forestry matters admitting of general and concerted national effort. At the same time, recognizing that in practice forestry is largely a local problem not susceptible of national definition, it urged its constituents to create local committees to collaborate with other agencies, both public and private, in studying and promoting the specific steps suitable to the needs of their respective localities.

Greeley Platform Adopted

A general platform formulated after careful study by the association's forestry committee was formally adopted in 1920, embodying essential principles of responsibility closely in harmony with those endorsed by Forester Greeley, who was asked to submit for consideration his specific views as to needed federal legislation, if any, although it was believed and asserted that questions of actual forest practice were for local determination only. He did this, following a similar course with other organizations.

Thus at about the same time both the need and the exact form of possible federal legislation were receiving the attention of many agencies, industrial, private and public, developing great need of concerted attention which would not bewilder the public with conflicting theories and prejudices.

The function of our forestry committee was to get in touch with all these agencies and, under the general principles already endorsed, to seek and promote the best solution, all things considered, by which the industry could be in line and cooperate with the sanest and most competent majority of interests concerned, including the Forest Service of the United States. It was to avoid commitments as to local practice, but to encourage the best means of having this properly considered as time and conditions permit.

The Snell-McCormick bill, based largely on Forester Greeley's suggestions, and approved by him, took its final form at a conference in October, 1920, at which he was present by invitation of accredited representatives of the National Lumber Manufacturers' Association, American Paper and Pulp Association, American Newspaper Publishers' Association, National Association of Wood-Using Industries, American Forestry Association, United States Chamber of Commerce and National Wholesale Lumber Dealers' Association.

This bill was then reported back by the forestry committee to the Board of Directors of the National Lumber Manufacturers' Association, was formally endorsed by it in December, 1920, and was later submitted to President Harding as representing the industry's position. It soon received the endorsement of most of the interested agencies in the United States, including nearly all state foresters and, by a much divided but nevertheless majority vote, the Society of American Foresters as well as lumbermen's and other business organizations, chambers of commerce, forestry associations and the like.

It has, however, been criticised by a few representatives of extreme positions; those on the one hand who hold that it does not go far enough to regulate forest industry, and those on the other hand who say it goes too far. The objections raised and our opinion of their weight are in the main as given below after a brief reanalysis of the Snell-McCormick bill itself.

Few Departures Made

The Snell-McCormick bill contains little that is new in forestry legislation, being rather a codification of existing projects in consistent systematic form that permits considering their adequacy as federal policy required in addition to the present ownership and administration of national forest areas. Most of these features have aroused no controversy. Such controversy as has arisen centers on the initial sections touching upon forest management on privately owned lands. These sections do not involve a new problem, but apply to it only a solution which has already been tested and creates no new precedent in principle. It is on this point that considerable confusion exists, responsible, we believe, for some serious opposition to the measure.

The first section authorizes the Secretary of Agriculture to cooperate with state authorities and other appropriate agencies, such as representatives of lumbermen, in setting up the essential requirements of each region for the better protection and perpetuation of forests. So far no new power is granted. He can do this now and has done so. Further, he is authorized to cooperate with state and forest owners in bringing into effect the requirements determined, and funds for this purpose are to be supplied. He may refuse cooperation, however, if the state fails in legislation or administration to comply with the requirements. So may any state refuse with equal freedom.

This is in substance no more than the application to all forest problems, without specific reference to the watersheds of navigable streams, of the present system of cooperation in fire prevention on such watersheds under the so-called Weeks law. Where the states afford a certain measure of such prevention, from which the nation derives benefit, the government helps pay the bills, as it should do. Also, and properly, as the federal taxpayers' agent, it must be satisfied that the work is done to good purpose.

Thus state legislation and police power are invoked, being inseparable from fire prevention, and applying to the individual and on private lands. But the authority and constitutionality of state action, and the rights of individuals thereunder, are absolutely unaffected, while the government itself arrogates no police power. Nor is the principle one of coercion in restrictive legislation by means of subsidy, for the latter is based on the state's expenditure in at least equal and presumably far greater measure, although the government may decline to participate if the states' system is not made effective. The government does not dictate the terms. It confers with the states and accepts their terms if satisfied. Individual and property rights as guaranteed by the Constitution are not, and cannot be, affected by such legislation.

Down to Fundamentals

Perhaps the intent of the Snell Bill, as we understand it, can best be illustrated by considering the fundamental problem which it is intended to solve and the principal solutions which have been proposed. The object is to assure a continuance of an adequate timber supply and of other forest benefits. All states and their populations are interested in this, as well as the chief forest states.

One school of thought represented by the so-called Capper Bill holds that the object mentioned, particularly the protection of consuming states, can be accomplished only by federal control of all forest lands and forest industry, laying down and enforcing for all operations regulations which must be complied with for the public good, regardless of the costs or hardship they impose upon private enterprise. The other school, led by Forester Greeley and finding expression in the Snell bill, differentiates. It assumes:

(a) That adequate results are sought not necessarily ultimate and maximum results; hence the most complex, difficult and objectionable measures should not be invoked unless and until, as is unlikely, they prove necessary.

(b) That fire prevention will go a long way, probably most of the way, and in some cases, all the way, toward solving the entire problem by assuring natural reproduction of desirable species on much of our forest land.

(c) That better tax conditions, as well as safeguarding the investment against fire, must precede any considerable investment in forestry.

(d) That as fire and tax conditions are controlled by state, not federal legislation, federal regulation in any event cannot well be imposed regardless of these state conditions.

(e) That all Constitutional police power necessary to be invoked lies with the states.

(Continued on page 20)

The Manufacture and Seasoning of Oak

By David G. White, Forest Examiner, U. S. Forest Service

The adaptation of oak or any other wood to the uses to which it is best suited, is largely dependent upon proper manufacture and conditioning. This article discusses a number of factors involved in the manufacture of oak which affect the cost of production and the selling price of the material, and give data on the proper seasoning or conditioning of the wood to reduce loss through depreciation to a minimum. Such considerations are of importance to both manufacturer and consumer.

Factors affecting the efficiency of the operation and the proportions of the various grades obtainable are of chief interest to a manufacturer when converting logs into lumber. The efficiency is indicated to a large extent by the rate of production, percentage of waste and care and judgment in sawing for quality. Sawing for quality, or the obtaining of the largest percentages of the highest grades with a minimum of waste, is, however, largely dependent upon the size and quality of the logs.

Many variations may be expected in manufacture, depending upon the size and type of sawmill, location and quality of timber, and like factors. In order to obtain data on the manufacture of oak which might be said to be representative, a mill-scale study was made by the Forest Products Laboratory at a typical hardwood band sawmill at Proctor, Ark., in co-operation with George C. Brown & Co. and the National Hardwood Lumber Association. The timber cut represents the timberlands of the delta country of the lower Mississippi Valley, which form the last large reservoir of hardwoods in the United States.

Stumpage and Logging

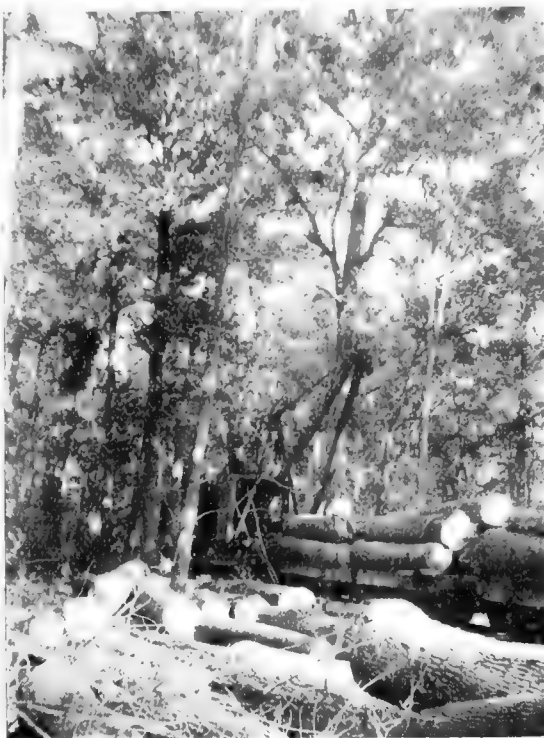
Topography and climate play an important part in determining the method of logging, and these factors, together with the method, affect the cost.

Stumpage and logging costs are usually obtained in terms of log scale, and vary with size and quality of the trees, type of country, distance from mill and market, and like factors. The log scale of any log seldom checks with the net lumber tally sawed out of it, and the difference is overrun or underrun, as the case may be. This overrun or underrun affects the cost per thousand feet net lumber tally, which equals the cost per thousand log scale multiplied by the net yield log scale, and the result divided by the yield net lumber tally of the same logs.

Overrun and Underrun

During the mill-scale study the red and white oak logs were scaled according to the Doyle rule. The difference between the log scale and the net lumber tally, divided by the log scale, gives the percentage by which the net lumber tally overruns or underruns the log scale. The percentages of overrun or underrun for different diameter classes and groups of logs for both red and white oak are shown in tables 1 and 2. The differences between the full and net log scale and between the full and net overrun or underrun are the result of allowances which were made by the scaler for defects.

The Doyle scale for any size log is predicated upon the following



Timber From Which Logs Were Obtained for Mill Scale Study

mathematical formula:

$$\left[\frac{D-4}{4} \right]^2 \times L$$

in which D equals the diameter in inches and L equals the length in feet. The diameter in practice is usually taken at the small end of the log inside the bark, although "instructions given in Scribner's Log Book are to measure the log at the middle."* This rule gives too small a scale for small logs and too large a scale for large logs, as is shown in table 1; i. e., the ratio of the log scale to the net lumber tally steadily decreases as the size of the log increases.

On the logs manufactured during this study the overrun changed to underrun at a diameter of 23 inches for white oak and at 29 inches for red oak. This variation was largely the result of the different sawing methods used for the two woods; for example, practically all good white oak logs 20 inches or larger in diameter were sawed to obtain the maximum amount of quarter-sawed boards, but the red oak logs were not. Quarter-sawing produces more waste than plain-sawing.

Methods of sawing, size and quality are reflected in the overrun and underrun for the various groups of red and white oak logs shown in table 2; i. e., the ratio of the log scale to the net lumber tally is larger for small, sound, or plain-sawed logs than for either large, defective, or quarter-sawed logs, respectively.

Rate of Production

The rate of production varies with the diameter of the log, the method of sawing, time consumed in sawing for quality, ratio of nominal to actual sizes, proportion of sizes, and like factors. The red and white oak logs sawed during the study were cut by a single-band saw with a kerf of 9/64 inch full. Approximately 91 per cent of the product consisted of 1, 1 1/4 and 1 1/2-inch lumber, 4 1/2 per cent of 2 and 3-inch stock, and 4 1/2 per cent of cross-ties and small timbers. The sawing instructions were:

1" plain-sawed red oak.....cut 5/32" full
1" plain-sawed white oak.....cut 1/8 " full
1" quarter-sawed red oak.....cut 1/4 " full
1" quarter-sawed white oak.....cut 5/32" full
5/4" and 6/4" plain-sawed red and white oak.....cut 1/8 " full
5/4" and 6/4" quarter-sawed red and white oak.....cut 5/32" full
8/4" plain-sawed red and white oak.....cut 1/8 " full
Timberscut 1/8 " full

The number of seconds required to saw logs of different diameters is shown in table 1. Time lost in changing saws, etc., was prorated against the various logs. Logs less than 16 feet 2 inches in length were computed on the basis of 16 feet 2 inches for accuracy in comparing data. The time of sawing was then plotted against yield net lumber tally and a curve drawn from which the data in table 1 are taken. The time required for sawing the average log for the various groups is shown in table 2.

The rate of production per hour shown in tables 1 and 2 was obtained by dividing the yield net lumber tally by the number of seconds required to saw the log, and multiplying the result by

*Graves, H. S., *Forest Mensuration*, page 40, 1912.

3,600, the number of seconds in an hour. Factors affecting the time of sawing are clearly reflected in rate of production per hour. The white oak logs in table 1, for example, show a steady decrease in the rate of production per hour as the diameter of the logs increases, while the red oak logs show an increase up to 26 inches in diameter and a gradual decrease as the logs increase in size above that diameter. The effect of the time of sawing for log classes for green and shipping-dry material is shown in table 2. Because of depreciation and shrinkage in drying, the figures for the shipping-dry material are less than for the material in the green condition.

Time of sawing is of importance because it permits computing the cost of manufacturing a thousand feet of lumber, board measure, from logs of any given diameter or group of logs. The cost per thousand equals the number of seconds to saw the average log multiplied by the average cost of manufacture per second, divided by the lumber scale of the same log, and then multiplied by one thousand. The cost per thousand feet multiplied by the net lumber tally produced per hour gives the cost of production per hour. Because of shrinkage, development of defects, etc., the cost for green and dry material will vary.

Yield

The lumber was graded according to the rules of the National Hardwood Lumber Association by an official inspector of the association. The yield net lumber tally was plotted according to diameters and a curve drawn to smooth out individual variations. Averages obtained from the curves for the different diameters of red and white oak are shown in table 1. The average yield for different groups of logs is shown in table 2.

The percentage of each grade of each diameter was obtained by dividing the yield, net lumber tally, of each grade by the total yield. These percentages were then plotted and average curves drawn, the results being shown in table 1. Percentages of the various grades for the different log classes shown in



Mud Boats Are a Common Means of Logging Oak During Wet Season in Delta Region

table 2 are based on actual averages and not curves. In this table "shipping dry" refers to lumber air dried three months during a winter in Arkansas.

In general, the percentages of plain-sawed white oak firsts and seconds, and No. 1 and No. 2 common, decreased and the percentages of quarter-sawed material for the same grades increased as the diameters of the logs increased. The percentages of plain and quarter-sawed No. 3 common showed a steady decrease as the diameters of the logs increased.

As the diameters of the logs increased, the percentages of both plain and quarter-sawed

red oak firsts and seconds increased; the percentages of plain-sawed No. 1 common increased and then decreased a little, while the quartered material steadily increased; the percentages of plain-sawed No. 2 common decreased, and the quartered material increased; and the percentages of plain and quarter-sawed No. 3 common showed a steady decrease.

The effect of plain and quarter sawing, position in the tree, and quality of logs on the percentages of the various grades is shown in table 2. Sound logs, of course, produce better lumber than unsound logs, and butt logs a larger percentage of the better grades than the middle and top logs for the same general run of trees. A larger percentage of quartered material was produced in quarter sawing than in plain sawing, but at an expense of an extremely large percentage of waste and decrease in rate of production.

When the selling prices for the different grades are multiplied

by the percent yield of these grades for any diameter or log class and the products are added, the sum represents the average selling price per thousand feet net lumber tally.

The average selling price per thousand feet multiplied by the net lumber tally produced per hour gives the gross income per hour. The income for green or dry material will vary according to the shrinkage, development of defects, variance in selling price of green and dry material, and like factors.

Application of Mill Scale Data

The summation of the costs per thousand feet net lumber tally of stumpage, logging, man-

TABLE 1

Main No. of logs	Top diameter inside bark	Doyle Scale		Net Lumber Tally												Overrun lumber tally over Doyle scale		Time to saw log	F. & M. produced per hour
		Full	Net	Per cent of each grade												Full	Net		
				Firsts and seconds						Common									
				Plain		Quartered		Plain		Quartered		Plain		Quartered					
				No. 1	No. 2	No. 3	No. 1	No. 2	No. 3	No. 1	No. 2	No. 3	No. 1	No. 2	No. 3				
In.	Pt.	Pt.																	
WHITE OAK																			
3	16	121	121	187	2.76	----	31.75	----	29.00	.80	36.00	54.6	54.6	202	3333				
4	16	144	144	225	3.50	----	33.75	----	26.00	.75	36.00	42.4	42.4	221	3339				
5	17	169	165	227	3.75	----	35.00	4.00	21.00	1.50	35.75	55.0	55.0	243	3567				
6	18	196	194	245	4.85	.80	36.00	4.00	21.00	1.50	35.75	55.0	55.0	269	3880				
7	19	228	226	288	5.50	.80	34.60	6.80	19.00	2.50	32.65	51.1	51.1	297	3848				
8	20	266	248	325	6.50	1.00	33.00	10.00	17.00	3.50	31.00	51.3	51.3	330	3109				
9	21	289	289	305	4.80	1.60	31.00	15.00	14.50	5.00	28.60	5.6	5.6	370	1967				
10	22	324	321	329	4.00	2.60	28.50	21.50	18.60	6.50	24.50	5.2	5.2	412	1859				
11	23	359	359	381	3.50	4.00	24.75	29.00	10.50	8.00	20.50	2.2	2.2	468	2701				
12	24	400	386	373	3.00	5.60	21.60	34.00	9.00	9.00	17.60	6.8	6.8	522	2572				
13	26	441	436	397	2.00	8.50	17.50	38.00	7.50	11.50	15.00	10.0	8.9	580	2454				
14	26	484	479	424	1.50	10.50	14.00	41.60	6.60	13.00	13.00	12.4	11.5	639	2389				
15	27	530	522	451	1.50	12.50	10.50	44.50	5.50	14.00	11.60	14.9	13.6	700	2319				
16	28	576	569	491	1.25	14.00	9.75	47.00	4.80	14.50	10.00	16.5	15.6	763	2276				
17	29	625	620	511	1.25	15.00	7.80	49.00	3.50	14.50	9.25	18.2	17.6	829	2219				
18	30	676	670	544	1.25	16.00	6.50	51.00	2.60	14.00	8.75	19.5	18.8	893	2193				
19	31	729	713	580	1.00	16.75	6.75	53.00	2.00	13.25	8.80	20.6	19.7	961	2173				
20	32	784	743	618	1.00	17.00	6.50	53.00	1.60	12.50	8.60	21.6	17.2	1027	2156				
21	33	841	841	645	1.00	17.60	6.00	54.00	1.60	11.60	8.60	22.9	17.2	1098	2124				
RED OAK																			
4	16	121	121	165	6.50	----	29.50	----	22.00	----	42.00	28.1	28.1	191	2921				
5	16	144	144	189	7.00	----	30.75	----	22.00	----	40.25	31.2	31.2	206	3505				
6	17	169	163	224	7.60	----	31.50	----	22.00	----	39.60	32.5	32.5	214	3769				
7	18	196	186	257	8.00	----	33.00	----	22.00	----	36.00	35.1	35.1	243	3607				
8	19	228	222	283	8.75	----	34.00	25	21.75	25	36.00	35.8	35.8	275	3659				
9	20	266	260	325	9.50	----	35.00	25	21.60	25	33.25	37.0	37.0	297	4077				
10	21	289	289	360	10.75	----	36.00	25	21.25	25	31.50	34.6	34.6	330	4191				
11	22	324	320	393	11.50	----	36.75	25	21.00	25	30.75	31.3	31.3	370	4237				
12	23	359	354	430	12.50	----	37.25	75	20.80	25	28.50	31.8	31.8	412	4288				
13	24	400	393	464	13.50	75	37.60	1.50	20.60	25	27.80	32.6	32.6	468	4399				
14	25	441	426	500	14.25	1.60	37.60	1.50	19.50	25	25.50	33.4	33.4	522	4358				
15	26	484	451	535	15.00	2.00	37.50	2.00	19.00	25	24.25	30.5	30.5	580	4257				
16	27	530	512	571	15.80	3.00	37.80	2.60	18.50	25	22.50	31.2	31.2	639	4347				
17	28	576	549	605	16.25	4.00	37.00	3.00	18.00	25	21.80	30.0	30.0	700	4359				
18	29	625	595	640	16.75	5.00	36.50	3.75	17.50	25	20.00	28.4	28.4	763	4290				
19	30	676	643	674	17.25	6.00	36.75	4.50	16.50	1.00	19.00	27.0	27.0	829	4219				
20	31	729	678	709	17.75	7.60	34.50	5.25	15.75	1.25	18.00	25.7	25.7	893	4164				
21	32	784	754	742	18.25	9.00	33.25	6.00	15.00	1.50	17.00	24.0	24.0	961	4109				
22	33	841	834	778	18.50	10.50	31.75	6.75	14.75	1.75	16.00	22.7	22.7	1027	4059				
23	34	900	900	816	19.00	12.00	30.25	7.50	13.50	2.00	15.25	21.0	21.0	1098	4013				
24	35	961	961	853	19.25	13.00	29.25	8.00	12.75	3.00	14.75	19.2	19.2	1170	3962				
25	36	1024	1024	896	19.50	14.25	27.75	8.75	12.00	3.75	14.00	18.5	18.5	1243	3904				
26	37	1089	1089	939	19.60	15.00	27.00	9.25	11.25	4.00	13.50	17.8	17.8	1319	3858				
27	38	1156	1156	983	19.75	15.75	26.25	9.50	10.50	4.25	13.00	17.0	17.0	1397	3817				
28	39	1225	1152	1032	19.75	16.25	25.50	10.00	10.00	5.00	12.50	16.0	16.0	1477	3780				
29	40	1296	1296	1083	20.00	16.50	25.25	10.50	9.25	5.00	12.00	15.0	15.0	1559	3743				
30	41	1369	1369	1135	20.00	17.00	25.00	11.00	8.50	5.50	11.50	14.0	14.0	1643	3707				
31	42	1444	1444	1187	20.00	17.25	25.00	11.25	8.00	6.00	11.25	13.0	13.0	1729	3672				
32	43	1521	1521	1244	20.25	17.50	25.00	11.50	7.50	6.50	11.00	12.0	12.0	1817	3638				
33	44	1600	1600	1300	20.25	18.00	25.00	11.75	7.00	7.00	10.00	11.0	11.0	1907	3606				
34	45	1681	1681	1360	20.50	18.25	25.00	12.25	6.50	7.50	9.75	10.0	10.0	2000	3569				

News from the National Capital

Officials of the Department of Commerce and of the Department of Justice have held a conference on the question of the regulation of trade associations, looking to the formulation of a policy which will harmonize the desire of the Department of Commerce to promote trade on the one hand and the desire of the Department of Justice to suppress monopolies. It is stated that progress was made at the discussion and that some policy is likely to be announced within a week or two.

Further hearings on the wood and metals schedules will be held by the Ways and Means Committee during the week of August 22, has been announced. The Finance Committee will require exact calculations on the amount to be paid under each of the ad valorem rates of the Fordney tariff bill, on the basis of American valuation, before passing upon any of the rates, Senator Penrose announced. This statement was taken to mean that practically all the rates carried in the bill will be changed by the Finance Committee before it is reported to the Senate. Senator Penrose is reported to have told members of the Ways and Means Committee that many of the rates have been fixed "about 75 per cent too high," if applied on the basis of American valuation. Senator Smoot is known to share the same view.

The committee will continue the hearings on the woods and metals schedules while treasury experts work on the calculations desired. The committee will then decide whether the delay entailed in completing the calculations will make it advisable to drop the tariff bill for the time being and work on the revenue bill instead. For his part, Senator Penrose said, the revenue bill could wait. There was no hurry about revenue revision. On the other hand, there was every reason for getting the tariff bill into law as soon as possible.

Never in the history of the country has there been such marked interest in forest preservation by State legislators as at the present time, according to reports received by the Forest Service, Department of Agriculture. No less than 33 states have now provided for some sort of forestry activities and 25 of these share in the Federal co-operative forest protection fund, allotted to the states maintaining an effective fire detection and suppression service.

Business men throughout the country are overwhelmingly in favor of a sales tax, according to the Chamber of Commerce of the United States, which has sent a detailed analysis of the vote cast on its recent tax referendum to members of Congress.

There was an overwhelming vote in favor of the general principle of the sales tax. The vote on the particular kind of sales tax showed a large majority of sentiment in favor of making it a general tax on turnovers of all kinds, rather than on retail sales, or only on goods, wares and merchandise.

Geographically, the North Atlantic States expressed the strongest sentiment for a turnover tax, as against a retail sales tax, while the lowest favorable vote on this particular question was cast by the Southern states. The next highest vote was cast by the Middle Western group and the next lowest was by the Far Western states.

On the further question as to whether the turnover tax should apply to all turnovers, rather than to goods, wares and merchandise alone, the distribution of sentiment is somewhat reversed. The total vote was for a sales tax on all turnovers, but the strongest support for the proposition came from the Far Western States, while the group least favorable was the North Atlantic States group.

In other words, the North Atlantic section, the great industrial and financial center, voted enthusiastically for a sales tax on turnovers, but was not so willing to have it apply to all turnovers which would include sales of real estate, plants and securities, rents, royalties and receipts of public utilities!

On the other hand, the Southern and Western States, which may be termed the agrarian sections, were not overwhelmingly for the turnover tax, but were most decided in their vote that if there is to be a turnover tax, it must apply to all turnovers.

The general question of a sales tax, in place of the tax on transportation and communication, was carried by a favorable vote of 94 per cent of all the votes cast on the subject. A study of the ballots, however, shows that the sales tax found its most ardent supporters in the national trade associations and the chambers of commerce of the large cities. The vote recorded by these two groups were 99 per cent in favor of the general principle of substituting a sales tax for those to be repealed.

On the same question, five agricultural states, Kansas, South Dakota, North Dakota, Iowa, and Montana, being selected as typical, voted only 86 per cent in favor, which is the lowest vote cast by any group studied.

In comparison with the vote of the agricultural states, the vote from four of the most important manufacturing states, Massachusetts, Pennsylvania, Connecticut and New Jersey, was 94 per cent favorable to the sales tax.

Dividing the whole United States into four geographical groups, the vote in favor of the sales tax, instead of the excise tax on transportation and communication, was as follows: The Far Western States, 97 per cent; the North Atlantic States, 96 per cent; the Middle Western States, 94 per cent, and the Southern States, 92 per cent.

The vote favoring a sales tax to take the place of the excise tax on particular businesses was 91 per cent of all votes registered on the question, and the distribution of the vote was very similar to the vote on substituting a sales tax for transportation and communication taxes.

* * * * *

No change in the general level of wholesale prices from June to July is shown by the information gathered by the Bureau of Labor Statistics. The Bureau's weighed index number, which includes a larger number of commodities than any other currently published series, and which gives to each commodity an influence equal to its importance in the country's markets, again registered 148 in July, as compared with 100, representing the level of prices in the year 1913.

Farm products and foodstuffs were slightly higher in June, the former group advancing 1¾ per cent and the latter 1½ per cent over the level of the previous month. In all other groups decreases took place, varying from one-half of 1 per cent in the case of cloths and clothing to 6 per cent in the case of house-furnishing goods. Building materials were 1 per cent cheaper than in June, fuel and lighting materials were 1½ per cent cheaper, and chemicals and drugs, 1¾ per cent cheaper.

Metals and metal products declined 5¼ per cent in average price from June to July. In the group of miscellaneous commodities, including such important articles as cotton-seed meal and oil, lubricating oils, jute, rubber, newsprint and wrapping paper, soap, tobacco and wood pulp, the decline was less than three-fourths of 1 per cent.

Comparing prices in July with those of a year ago, it is seen that farm products and foodstuffs have declined 50 per cent, and clothing materials 43½ per cent. Building materials, measured by changes in their index number, show a decrease of 40 per cent, and miscellaneous commodities a decrease of 38½ per cent. House-furnishing goods were 35 per cent cheaper in July than in the same month last year, and metals and metal products were 34½ per cent cheaper. Fuel and lighting materials decreased 27 per cent and chemicals and drugs approximately 25 per cent in the 12-month period. All commodities, considered in the aggregate, decreased 43½ per cent.

Manufacturers Fight Rates to Save Mills

Southern Hardwood Traffic Association Invokes Judgment of I. C. C. to Determine Whether Railroads Can Continue to Strangle Hardwood Industry of South

A Plea for Economic Survival

"Complainants further say, that as the result of the rates and rate adjustments herein complained of, the mills and plants of complainants have the long haul to the great consuming markets are closed and many of them nailed up; that but little hardwood lumber and forest products is now being produced in the South; that many of the mills are facing ruin and some of the largest are already in the hands of receivers; that hardwood lumber and forest products are selling at these mills below the cost of production, but even at these ruinous prices are unable

to pay the present exorbitant freight charges and compete with short haul production and substitutes; that the delay incident to the usual procedure in handling formal complaints will be fatal to the complainants' members and injurious to the defendants, since if lumber and forest products are to be made available for market and transportation during the coming winter and spring, the logs must be moved to the mills before the fall rains set in."—Petition filed by Southern Hardwood Traffic Association et al. with Interstate Commerce Commission for restoration of rate status prior to Aug. 25, 1920.

Bulletin!

"Hardwood rate case set for hearing before Interstate Commerce Commission September 29," reads a telegram received from Hardwood Record's staff correspondent in Memphis on August 23. "Southern Hardwood Traffic Association has called in all district managers to hasten preparation of information and data to support its contention that present rates are unjust, unreasonable and destructive," the telegram concludes.

The decisive phase of what promises to be one of the greatest rate struggles in the history of the hardwood lumber industry was entered into when the Southern Hardwood Traffic Association during the week ending August 7, filed formal complaint with the Interstate Commerce Commission, charging that present rates on hardwood lumber and forest products are "destructive," and demanding, in effect, restoration of the tariffs on these commodities prevailing prior to Aug. 26, 1921. This fight is looked upon as the entering wedge, which will split the solidarity of the railroads and open the way for the general downward revision of rates, which is indispensable if the commerce and industry of the country are ever to be restored to truly normal conditions. At present the high rates are an anomaly that throws the country's entire economic machine out of gear. The business eyes of the entire country, therefore, will be on this contest.

The Southern branch of the hardwood lumber industry is threatened with extinction by the present rates, which prevent the profitable marketing of the lower grades of hardwoods. There can be no prosperity nor even profit in the manufacture and sale of lumber without the normal marketing of the lower as well as the upper grades. Therefore, the Southern manufacturer of hardwood lumber has been pushed to the wall. His back is against it and he has got to fight and has begun to fight—the hardest battle of his experience. Not only does the life of his business depend upon relief from these confiscatory rates, but this relief must be given promptly. The complainants most earnestly petition the Interstate Commerce Commission to hear their case not later than the first week in September, preferably at Chicago, but if not there, then in Washington, in order that a decision may be secured in time to permit manufacturers to move their logs into the mills before the autumn rains set in.

The complaint, which was filed by J. V. Norman of Louisville, Ky., general counsel for the Southern Hardwood Traffic Association, was accompanied by a letter to George B. McGinty, secretary of the Interstate Commerce Commission. In this letter Mr. Norman declared that "the situation herein presented is a desperate one and requires immediate relief in that, if hardwood lumber is to be produced for sale and transportation during the coming fall and winter, the logs

from which it is produced must be moved into the mills before the fall rains set in. Under the present rate adjustment manufacturers can not move logs into their mills because they can not pay the cost of transportation and get the cost of production out of the logs and lumber."

After this declaration Mr. Norman proceeded to exhaustively elaborate the reasons which render the granting of his plea for speed in docketing and hearing a matter of compelling justice.

Mr. Norman shows that since June 24, 1918, rates have been advanced from 60 to 100 per cent on inbound movement of logs, billets and other rough materials and on the outbound movement of lumber and other products made therefrom and asserts, with emphasis, that rates "have been increased to such extent and by such means as to stifle the industry and greatly reduce the movement of traffic, thereby destroying the prosperity of complainant members and reducing the revenues of the defendants." He charges that present rates are "unjust and unreasonable and in violation of Section 1 of the interstate commerce act; that they are prohibitive of the production and movement of low grade lumber and other forest products and that, inasmuch as it is impossible to produce the higher grades, without, at the same time, producing the lower, the result is that the entire industry is stifled and hampered and the carriers are receiving less revenue therefrom than they would receive if rates were reduced to a reasonable basis on which the traffic could move."

Relationships Destroyed

Mr. Norman further charges that the advance in rates made last August, together with the method used in their making, have had the effect of destroying relationships, especially on long haul traffic and confining business to short hauls, thus localizing distribution to an unusual degree. He further asserts that the "resulting rate structure on hardwood lumber and forest products is unduly preferential and unduly discriminatory in violation of Sections II and III of the interstate commerce act."

After pointing out that hardwood lumber and forest products constitute heavy low grade traffic which, under proper rates and adjustments, moves long distances in car load quantities and is most profitable for the carriers, Mr. Norman insists that the movement is very much restricted under present rates both as to volume and as to distances, with the result that the defendants are deprived of this profitable business, that the industry is severely throttled and that the return of normal business and economic conditions is prevented. He therefore requests that rates be restored to the level in effect Aug. 25, 1920.

The association is determined to make the greatest fight of its career for the reason that the issues at stake are the largest for

which the lumbermen have ever fought, involving, as they do, the question of whether or not those engaged in the manufacture and distribution of hardwood lumber and forest products shall remain in business or whether they shall be forced to contract their operations or go out of business altogether. As indicating the determined spirit that prevailed at this conference, it was voted unanimously that an assessment, equal to one-fourth of the annual dues of members of this organization, should be levied to defray the expenses of this contest, and that ten per cent of the assessment should be called for by the president of the association as soon as needed.

Lumbermen Have Been Patient

The lumbermen, in deciding to fight, submit that they have not acted hastily. They have given the executives of the railroads serving the hardwood producing territories three distinct opportunities to lower freight rates or to make adjustments that would put the hardwood industry in a position where it could compete for business in the great consuming regions of the United States.

The first opportunity was given when the association asked officials of the roads serving the hardwood producing territory to meet them in conference at the Hotel Gayoso early in March this year. They laid their cards on the table and asked the carriers for substantial reductions and adjustments. The railroad men countered with the proposition that the carriers were in bad shape financially and that they could not undertake anything that would impair their revenues. The lumbermen argued that lower freight rates would produce a vastly larger tonnage and therefore increase revenues, but the spokesmen for the carrier suggested that everything be left in abeyance until about the first of July.

The association, together with spokesmen for other construction industries, appeared before the carriers in Washington early in June and urged a reduction in freight rates but, after a week or ten days had elapsed, following this conference, they again announced that they could not see their way clear to grant any reductions or make any substantial readjustments.

J. H. Townshend, secretary-manager, again appeared before the carriers and the Interstate Commerce Commission in the latter part of June and, instead of asking reductions on forest products, appealed for a readjustment that would put members of this organization on a better competitive basis. No decision was reached

until the date of the Memphis conference, July 12, and then S. M. Nicky, president of the association, announced that he had just received a long distance message from Chicago, apprising him, through a high official of the Illinois Central, that the railroads had decided that they could not undertake any readjustments sought by this organization.

The complainants joining with the association are: Mobile Lumber Manufacturers' Club, Evansville Lumbermen's Club, Louisville Hardwood Club, Corinth Lumbermen's Club, Nashville Lumbermen's Club, Spoke Manufacturers' Association, Lumbermen's Club of Memphis, Southwestern Hardwood Manufacturers' Club, Western North Carolina Lumber & Timber Association, Cincinnati Lumbermen's Club and Appalachian Logging Congress.

The complaint is directed against the Illinois Central Railroad Company and 314 lines of railway in the United States.

Table of Rate Increases

The complaint includes a table showing the increase in cents per 100 pounds and per car of 50,000 pounds, as a result of the advance made under Ex Parte 74, and the spread between rates from representative producing points to Chicago, caused by the same general advance. The table is presented herewith:

From	Rates		Increase	
	8-25-20	Present	Per 100 lbs.	Per car of 50,000 lbs.
Wausau, Wis.....	12½	17	4½	\$22.50
St. Louis, Mo.....	12	17	5	25.00
Edinburg, Ind.....	14½	20½	6	30.00
Cairo, Ill.....	14½	20½	6	30.00
Huntingburg, Ind.....	17	24	7	35.00
Huntington, W. Va.....	18½	26	7½	37.50
Parkersburg, W. Va.....	18½	26	7½	37.50
Ironton, Ohio.....	18½	26	7½	37.50
Morehouse, Mo.....	21½	29	7½	37.50
Memphis, Tenn.....	24½	32½	8	40.00
Brasfield, Ark.....	27½	37	9½	47.50
Charleston, Miss.....	28½	38	9½	47.50
Vicksburg, Miss.....	28½	38	9½	47.50
Knoxville, Tenn. (hemlock).....	28½	38	9½	47.50
Knoxville, Tenn. (oak).....	29½	39½	10	50.00
Richwood, W. Va.....	25	35	10	50.00
Greenwood, Miss.....	29½	39½	10	50.00
Little Rock, Ark.....	29½	40	10½	52.50
New Orleans, La.....	31½	42	10½	52.50
Macon, Ga. (hardwood).....	32½	43½	11	55.00
Alexandria, La.....	32½	44	11½	57.50

Pertinent Information

Invents Electric Spoke Shave

J. E. Hamacheck, Sr., of Two Rivers, Wis., whose business address is York Building, Sheboygan, Wis., has applied for a patent on a portable electric spoke shave. This tool is operated at a high rate of speed and will do the same kind of work that the well known hand spoke shave will do. It is designed in such a way that it will take a cut automatically from 1/1000" up to ½" on straight, curved or convex work. This tool is said to be a wonder and that it increases the quantity and quality of the work many times.

Ford Ships from New Mill

The Michigan Land, Iron and Lumber Company of Iron Mountain, Mich., more familiarly known as the "Ford sawmill," being owned and operated by Henry Ford and son of Detroit, is now making regular shipments to the Ford company's plants. The first shipment of the mill, which was formally opened about the middle of July, consisted of four carloads loaded on the Ann Arbor car ferry No. 4 to Reed City, Mich., the location of a large dry kiln of the Ford company. All shipments from Iron Mountain to the lower peninsula will be made through Menominee, Mich., on Ann Arbor car ferries. In addition to its own timber and log supply for the new mill, the Ford interests have recently let a contract for 2,000,000 feet of logs. Perrin Bros. of Gogebic will cut 1,500,000 feet, and the remainder will be cut by Elliott Bros. of Basswood, Mich. Shipments already have been started to Iron Mountain.

"Virgin Growth" and "Second Growth"

Specifications often call for "virgin growth" or "second growth" timber, yet the terms are without fixed significance, and the material when deliv-

ered can not be positively identified as belonging to one class or the other. "Virgin growth," also called "first growth" or "old growth," means timber which grew up in a standing forest under conditions of active competition for sunlight and moisture.

"Second growth," when applied to a forest stand, usually means timber whose main growing period occurred under conditions of lessened competition, after all or a portion of the original stand had been removed by cutting, fire, wind or other means. In connection with the individual trees, the term is used to mean any whose growing conditions approximated those which would produce a "second growth" stand. To the wood user, "second growth" means material cut from either of these sources. In general, the term is associated with the idea of a second crop of timber, though specific applications may vary.

Virgin growth is generally thought of as slow growing timber, while second growth, due to more favorable conditions, is relatively rapid. A faster rate of growth is evidenced by wider annual rings. These are popularly supposed to indicate stronger and tougher wood in the hardwoods, such as ash, hickory, elm and oak; and weaker and brashy wood in the conifers, such as pine and fir. Hence, for uses in which strength and toughness are essential, second growth is sought among the hardwoods, whereas in conifers virgin growth is desired.

As a second growth forest attains maturity, the rate of growth slows up, and the annual rings may be no wider than in virgin growth timber of the same size. On the other hand, when a slow-growing suppressed forest tree is freed by removing the neighboring trees, it may grow rapidly for a long period. Therefore it is possible to have some wood with the characteristics of virgin growth and some with those of second growth in the same tree. Furthermore, individual trees in a virgin growth forest may have the characteristics of second growth throughout and vice versa.

Instead of broadly specifying "second growth" or "virgin growth" or depending upon requirements on the width of annual rings to secure good material, the Forest Products Laboratory considers it advisable to disregard rate of growth and rely upon density as a guide to quality.

Clubs and Associations

Memphians Prepare for Golf Tourney

Announcements covering the 1921 tournament of the Lumbermen's Golf Association of Memphis have been sent out by J. M. Pritchard, secretary. Great preparations are now being made for a day full of golf and entertainment. The date has been set at September 23 at the Colonial Country Club. This tournament will be the third annual event of the club.

New Book of Inspection Rules

The 1921 edition of the National Hardwood Lumber Association's Book of Rules is now in the press and will be ready for distribution about September 1, at which date the changes and additions to the rules adopted by its late convention will become effective.

As soon as the publication is ready all members will be supplied with their regular annual quotas of ten copies, and others can have their wants supplied at a cost of 10 cents per copy by addressing this office. Advance orders for the book can be filed now.

Baltimore Exports on Upturn

A study of exports of lumber from Baltimore is interesting in that it indicates that the pendulum will probably swing in the direction of a more active movement and a stiffening in the quotations before long, if a beginning has not already been made. The total declared value of the shipments made during June, the last month for which complete figures are available, is not impressive, to be sure, being only \$60,612, but it exceeds that for May by something like \$19,000, and may therefore be regarded as indicating an upturn.

Complete Reports More Helpful

At the conference held at Washington, D. C., on July 29, upon the suggestion of Secretary Hoover of the Department of Commerce, to discuss census statistics of production, the question arose concerning the method of making the lumber reports of the utmost value to the industry.

It is proposed to confine these monthly reports to production statistics only, but inasmuch as it is contemplated they will aid in determining the trend of business, Secretary W. W. Schupner of the National Wholesale Lumber Dealers' Association pointed out to the census director that so far as the lumber industry is concerned, it is conceivable that at some periods production would be at a minimum while stocks on hand at wholesale or assembling yards may be large, and that the production statistics would be of more value if accompanied by statistics of lumber on hand at these distributing centers. The National Association offered to cooperate with the census director in obtaining these latter statistics.

Liability of Telegraph Companies

The National Wholesale Lumber Dealers' Association calls the attention of its members to the fact that in its decision in docket No. 11524, "Limitation of Liability in Connection with the Transmission of Telegraph Messages," the Interstate Commerce Commission ordered the telegraph companies to establish by July 13, 1921, rules and provisions limiting their liability for errors or delays in the transmission or delivery, or for non-delivery, of interstate messages to amounts not less than \$500 for each message at the unreported message rate; not less than \$5,000 for each message at the repeated message rate, and a liability not less than the amount at which any such message received for transmission at the repeated message rate shall be valued in writing by the sender when tendered for transmission and upon payment of an additional charge equal to one-tenth of 1 per cent of the amount by which such valuation shall exceed \$5,000. Under the previous rules of telegraph companies, they were not liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any unreported message beyond the amount received for sending, nor for more than 50 times the sum received for sending a repeated message (or a maximum of \$50) unless specifically valued.

Prospects for Reduction Good

"Prospects for obtaining a substantial reduction in freight rates on hardwood lumber and forest products look very encouraging," says J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, in a letter just issued to members of this organization, in connection with the formal complaint recently filed with the Interstate Commerce Commission on the part of the association, through which it is seeking to secure restoration of rates in effect prior to Aug. 26, 1920.

Mr. Townshend points out that earnings of the railroads for the months of June and July are substantially larger than during any month since last November and that rumors are no longer heard of probable receiverships on the part of important lines of railway.

He also shows that there were only 44,712 cars of hardwood lumber and forest products loaded for the country as a whole during the week ending July 30, a decrease of 18,490 cars compared with the same week in 1920 and a decrease of 19,160 compared with the corresponding period in 1919. He points out that 210,637 cars were loaded with less than carload freight during the same week, an increase of 21,752 and 77,091,

respectively, for the corresponding weeks in 1920 and 1919. He draws from the foregoing the conclusion that less than carload merchandise is not hampered by excessive freight rates, while the movement of forest products is greatly restricted, cut almost in half on this account.

Referring to the recommendation made by the Interstate Commerce Commission for a reduction of 20 per cent in all rates on live stock where such rates are in excess of 50 cents, in the so-called Live Stock Case, Mr. Townshend declares that the "reasons for reducing rates on forest products are more pressing and can be more clearly shown than those affecting the movement of live stock."

"We have every reason, therefore," he says in conclusion, "to feel that we are going to be very successful in the very near future in getting rates on forest products reduced."

National Inspection Work for July

Total original inspections for the month of July amounted to 12,438,315 feet. Of this 11,096,983 feet was turned over by its salaried staff and 1,341,332 feet by the fee inspectors. Reinspections were made on 279,618 feet.

The foregoing figures are sufficiently in line with the range of the records of the last few months to warrant the assumption that the work of its inspection service is at least holding its own irrespective of what general trade conditions may be or have been concurrently. Total original inspections for June were 14,943,150 feet and for May 12,744,554 feet. The record for July, 1920, was 16,409,308 feet, and that was an interval when the impetus of the lately subsided boom was still appreciably felt by the lumber industry at large.

Furthermore, the present month of August has thus far displayed such a demand for National inspection that, barring a decided and unlooked for slump along its further course, it bids fair to pass the record of any previous month of the current calendar year.

New Orleans Solves High Rate Enigma

Immediate payment by the government of the \$500,000,000 which it owes the railroads of the country as claims growing out of Federal control during the wartime period is the novel solution for a timely and reasonable restoration of freight rates being urged by the lumber trade, including all interests, both pine and cypress as well as hardwood, in New Orleans and the adjacent extreme southern territory.

This solution of the troublesome freight question was evolved at a meeting August 16 at the Monteleone Hotel, New Orleans, of the New Orleans Lumbermen's Club, which comprises practically all the leading hardwood interests of the Crescent City and surrounding territory, as well as other lumber interests. The proposed solution took the form of a resolution adopted unanimously by the club, copies of which were sent to the Louisiana congressional delegation in Washington and to Louisiana newspapers with the view of lining up public sentiment behind it.

The resolution, which was drafted by C. H. Sherrill of the Sherrill Hardwood Lumber Company, moved by C. H. Carby and seconded by Maurice J. Duvernay, all leading New Orleans lumbermen, also contained a provision that the question of insisting upon this payment by the government as the most practicable "way out" be taken up with the Associations of Commerce, Kiwanis Clubs, Rotary Clubs and other business and commercial organizations of the extreme South, with the view of lining their membership up behind the movement and having them bring to bear their influence upon their congressmen to have them give immediate attention to the plan before congress takes its regular recess in the near future.

It is pointed out that of all the interests throughout the country being hurt by the present excessive freight rates today the hardwood lumber industry in the extreme southern section is undoubtedly being hardest hit, and among the ablest supporters of the plan of the club were C. J. Coppock of the Cybur Lumber Company, Cybur, Miss., and president of the Southwestern Hardwood Manufacturers' Club.

Adamson Law Is Attacked in New Orleans

The vital questions of wages, labor efficiency and railway freight rates as they affect the hardwood lumber industry in the South and Southwest came in for thorough and exhaustive discussion in their manifold ramifications at the regular monthly meeting of the Southwestern Hardwood Manufacturers' Club, which was held at the Monteleone Hotel in New Orleans August 11.

C. J. Coppock of the Cybur Lumber Company, Cybur, Miss., and president of the club, following a delicious luncheon, wielded his trusty gavel of red gum in characteristic vigorous fashion. A. C. Brown of the Southern Hardwood Traffic Association, and secretary of the club, was unable to leave Memphis for the meeting, but his place as secretary was ably filled by George Schaad, manager of the New Orleans district office of the Southern Hardwood Traffic Association.

Foremost among the speakers of the day were F. L. Adams of the Newell Lumber Company, Eunice, La., and a former president of the club; J. B. Robinson of the Pelican Lumber Company, Mound, La.; J. M. Thompson of the Natalbany Lumber Company, Natalbany, La.; W. Brown Morgan of S. T. Alcus & Company, New Orleans, and other leading hardwood manufacturers from the three states of Mississippi, Louisiana and Texas comprising the Southwestern Hardwood Manufacturers' Club.

As at most other gatherings of lumbermen everywhere, and particularly in the South and Southwest, the vexatious and troublesome question of

high freight rates received the lion's share of the discussion. "The truth of the matter is that the railroads operating in Louisiana, Texas and Mississippi are absorbing all the money there is in the tri-state territory," was a striking shot from the oratorical gun of J. B. Robinson. "We have reached that stage where we must have some immediate and drastic adjustments and reductions. The hardwood manufacturing industry of this territory can no longer stand up under the pressure of present freight rates. If there are not some changes made and that immediately we are simply 'blown up peckewoods.'" Mr. Robinson concluded.

"Practically every line of business except the railroads has reduced the prices of its commodities and services. Certainly we of the hardwood trade have taken our dose of the bitter medicine and that too without a whine or a whimper, and what is equally true, without any governmental or other aid. Now why cannot the railroads do the same thing?" pointedly inquired C. H. Sherrill. Continuing, Mr. Sherrill warned the lumbermen that any hopes they might have of any return of prosperity were "idle dreams" until freight rates are reduced. "A reduction of freight rates is absolutely indispensable to any return to normalcy," he declared.

The outcome of the discussion on the freight question was that the blame for the continuance of the present high rates was placed squarely upon the shoulders of the Adamson law, which was enacted in 1916 to avert a big threatened railway strike, continued through the wartime period as a result of wartime inflation and kept in full force at the present time, despite the fact that wages for employes of all classes except railway workers have hit the toboggan slide hard and often within the past twelve months.

Having pointed out the principal factor producing the difficulty, a committee was appointed to study the question thoroughly and present at the next meeting of the club, which will be held in New Orleans September 8, appropriate resolutions condemning the law and asking for its repeal, at which time the club is expected to go on record for its removal from the Federal statute books. President Coppock named the following members to serve on this committee: T. L. Adams, J. M. Thompson and C. H. Sherrill.

The gist of the discussions regarding efficiency of labor was to the effect that hardwood workers have shown much improvement within the past year, and some manufacturers estimated that this efficiency has in many cases reached as high as a full 100 per cent. Wages, too, it was revealed, have decreased considerably; it being evident that in many places in the South and Southwest they have already quite reached the pre-war level, and there is no intention on the part of many manufacturers to attempt further reductions, at least in the near future.

Guy H. Mallam, secretary of the New Orleans Lumbermen's Club, described to the hardwood manufacturers the splendid new quarters into which that organization is now moving, and he invited all lumbermen sojourning in the Crescent City, whether members of the club or not, to make it their regular rendezvous while here. Special facilities will be provided for handling their mail and other accommodations will be rendered, he assured them.

With the Trade

Export Prospects Are Much Brighter

A more hopeful feeling in regard to the state of the export trade is now entertained by Harvey M. Dickson, secretary of the National Lumber Exporters' Association, than for some time. Discussing conditions recently, he said:

"From reports received from the United Kingdom there is every indication that American exporters who have accumulated anything like fair stocks of the higher grades of hardwoods need not give themselves worry, as there will undoubtedly be a market in Britain for all such American stocks, as this country can produce for the remainder of the season at least. The majority of British importers and merchants are well advised as to business conditions in the United States and, therefore, fully realize that the higher grades of American hardwoods cannot go lower. It is suggested in many of the trade reports that the bottom has been reached in so far as these better grades are concerned, and that from now on, if there is any change whatever in prices, the change will be toward higher rather than lower quotations. A Liverpool correspondent makes the statement that everything points to more prosperous times in the near future; that values of all kinds of American hardwoods are inclined to stiffen in the United States, and that when the trade gets under way, prices for the better grades will advance materially. Reports from Glasgow are to the effect that dealers there are regaining confidence and that in the view of the trade values are certain to appreciate. The consensus of opinion is found to be that prices for American hardwoods have reached the lowest level and that from now on the demand will improve and prices for the better grades especially will slightly appreciate. The Continental markets are still lifeless and very little improvement is looked for there for months to come."

Adams-Thom Lumber Company Launched

A strong combination of experience and ability is represented in the Adams-Thom Lumber Company, which will open for business in Wausau, Wis., on September 1, wholesaling northern hardwoods. Announcement of the organization of the new firm was made in Chicago on August 17, when both partners, W. S. Thom and J. J. Adams, were in the city on business connected with the launching of their organization. There are no two young men in the northern hardwood field better known and liked than these two, both by fellow lumbermen and members of the consuming trades. Mr. Adams has for a number of years been sales manager of the Brooks & Ross Lumber Company, Schofield, Wis., and Mr. Thom has served for years as sales manager for the Langlade Lumber Company at Antigo, Wis. Both men understand their business thoroughly from the stump to the trade and their friends are predicting great success for the firm.

New Mason-Donaldson Salesman

The Mason-Donaldson Lumber Company of Rhinelander, Wis., has appointed Phil P. Philippi as representative in southern Wisconsin, northern Illinois and Iowa territory, with headquarters at 414 Peach street, Rockford, Ill. Mr. Philippi was with the G. W. Jones Lumber Company of Waleno, Wis., one year; C. W. Goodyear Lumber Company of Tomah, Wis., two years, and the B. Heinemann Lumber Company of Wausau, Wis., two years. For the past six years he had been connected with the Belov Lumber Company of Marinette, Wis., in various departments.

Change Name to Push Hardwoods

In order that its function as a hardwood lumber producing company might be more clearly indicated the name of the Creston Hoop Company of Alexandria, La., has been changed to the Creston Lumber Company. The company has been cutting hardwood lumber since 1919, and has a 6-foot band mill, which turns out about 30,000 feet of high grade oak, gum, elm, ash and cottonwood lumber a day.

With the change in name the firm also changed its sales policy. The sales will be handled directly from the Alexandria office and will be made to consumers and wholesalers, instead of through commission men, as heretofore. Carlisle Davidson, vice-president and assistant general manager, is also in charge of sales. J. M. Peel is president of the company.

Hardwood Storage Yard in Chicago

The Illinois Lumber Transfer Company is believed to have originated the hardwood storage yard in Chicago. So far as is known the yard which this company opened for that purpose at Robey street and the Chicago river is the only storage yard in the city exclusively devoted to hardwood storage. This site is in the heart of the Chicago lumber district and offers the most modern facilities in rail and water transportation and yard equipment for handling, storage, selling and transferring of lumber. The company intends not only to store lumber, but to aid shippers in handling and selling. They will strive to place the storage of hardwood on an efficient basis.

The Illinois Lumber Transfer Company is owned by the W. O. King Lumber Company, which in turn is controlled by the Babcock Lumber Company of Pittsburgh and C. S. E. Smith of Chicago, who as president and treasurer manages the business of both the local companies. The W. O. King Lumber Company has been handling hardwood lumber in Chicago for more than thirty years and has established an enviable reputation for reliability and service. Mr. Smith enjoys the full confidence of the trade in this territory. He proposes to conduct the new company on the same high plane that has characterized the old, and believes that hardwood shippers selling in this territory are going to find that he has placed a most valuable service at their disposal.

Court Sanctions Continued Operations

A court order has been issued permitting the American Lumber & Manufacturing Company of Pittsburgh, which recently went into a receivership, to continue operations. W. D. Johnson, president of the company, announces that arrangements have been made with the receivers, L. B. Oehmichen and the Real Estate Trust Company of Pittsburgh, to obtain sufficient capital to let the company pay all shippers 80 per cent cash promptly upon receipt of invoice and B/L, balance on arrival of car.

In addition to this the shipper, by order of the court, is further protected by prior lien against the proceeds of each shipment and sale to the receivers until the 20 per cent balance is paid.

Mr. Johnson declares that his business is a most valuable one and made money for 34 years. He expects even under the worst conditions to make all the expenses of the receivership, and if business improves very likely a nice net profit and relieve the creditors of the usual heavy expense of a receivership. He expects to pay the company's creditors in full if only half of their loans and advances are collected.

New West Virginia Company

The Peters Mountain Lumber Company, with headquarters at White Sulphur Springs, Va., has recently been incorporated with a capital stock of \$100,000. The president of the company is J. A. Viquesney, president of the Citizens' National Bank of Balington, W. Va. A tract of 6,000 acres of fine virgin hardwood timber has been purchased by the company in the Peters Mountain section of Virginia and the manufacture of lumber is already begun. The company took over the mills and other equipment of a company that had previously been operating on the tract, together with a million feet of lumber on sticks. The company plans to erect two large mills.

John Walter Wells Dies in Chicago



The Late J. W. Wells

One of the biggest figures in the lumber industry of the Lake States, John Walter Wells, president of the J. W. Wells Lumber Company, Menominee, Mich., died in Chicago the morning of August 17, at the Presbyterian hospital, after an operation for stomach trouble. Mr. Wells was 73 years old at the time of his death. Mrs. Wells and two of his sons, A. C. and R. W. Wells, were at the bedside in his last moments.

The funeral was held in Menominee on August 20 from the Presbyterian church, of which Mr. Wells was one of the most active members.

J. W. Wells' career as a lumber manufacturer was a notable one and his interests in the Upper Peninsula and northern Wisconsin were extensive. Mr. Wells was a native of Davenport, Ia., and was the son of Alexander Wells, of an early New England family, and Julia (Carter) Wells, of Cavalier Virginian stock. After

graduating from a commercial college, Mr. Wells in 1869 entered the employ of the Menominee River Boom Company of Menominee as bookkeeper. He remained in the office only one season and spent the next three years in various positions, which widely diversified his knowledge of the lumber business. With this knowledge of the industry from both the office and mill standpoint, Mr. Wells began to look about for timber lands for himself and prospected profitably in the forests of the Menominee river region. In 1876 he put up the second sawmill to be established in the Bay Shore lumber district of Menominee. The year following he participated in the organization of W. C. Culbertson & Co., and was elected vice-president and general manager. This company later became the Girard Lumber Company, now at Dunbar, Wis., of which Mr. Wells was president at the time of his death. The mill was built at this place in 1888. Mr. Wells was one of the largest holders in the Bird & Wells Lumber Company, which was organized in 1887 and was taken over by the J. W. Wells Lumber Company in 1911. This company was organized in 1903 with the purchase of the Menominee mill of the Girard Lumber Company. In 1899 Mr. Wells acquired an interest in the I. Stephenson Company of Wells, Mich., and became vice-president of that company. He succeeded to the general managership of the company, and it was during his administration that a large part of the present huge plant was built.

Mr. Wells' activities extended to nearly every important commercial or industrial undertaking in his district. Among these were the Ford River Lumber Company, the White Pine Lumber Company, the Lloyd Manufacturing Company, the Wisconsin & Northwestern Railway and the Menominee River Sugar Company, of which he was president when he died.

Mr. Wells retired as general manager of the I. Stephenson Company in 1907 because he was then largely interested in operations in Ontario. Of late years he had been curtailing his personal activities in many of the concerns in which he was interested. For the last few years the actual management of the J. W. Wells Lumber Company had been in the hands of his son, A. C. Wells.

Mr. Wells was a public-spirited citizen, and his private affairs never became so pressing that he could not devote time to civic enterprises. He served Menominee several terms as alderman and was three times mayor. His interests in charities were considerable, and he had always been particularly concerned in the welfare of deserving boys and young men. The D. A. R. Boys' Club of Menominee is today a memorial to his philanthropic interest in boys. He financed this club five years ago and it now has a membership of 700 boys. It is said that as a result of the work of this club Menominee's Juvenile Court has gone out of business. He was active in Masonry and was a Knight Templar and Shriner. He was also a member of the Rotary Club of Menominee.

In his immediate family Mr. Wells is survived by his widow and five children, as follows: Mrs. C. H. Small, Menominee, Mich., wife of the secretary of the J. W. Wells Lumber Company; Daniel Wells of Detroit, Mich., vice-president of the Thompson-Wells Lumber Company; A. C. Wells, vice-president and general manager of the J. W. Wells Lumber Company; Mrs. Arthur Walsh of Houghton, Mich., and R. W. Wells, president of the Automatic Welding Company of Menominee, Mich.

Huntington Mills Destroyed

Fire destroyed the Ditzler & Schack Mill at Huntington, Ind., and several thousand feet of lumber in dry kiln the night of Aug. 4. The loss was about \$12,000, partially covered by insurance.

Fire at Morgan Lumber Company

Fire in the power plant of the Morgan Lumber Company, Columbia avenue, Charleston, W. Va., did \$1,500 worth of damage on August 2. This was the third fire the company has suffered in seven years, the first of which totally destroyed the plant and the second the dry kilns.

Parkersburg Company Gets Big Raft

The Parkersburg Lumber Company at Parkersburg, W. Va., has just received another large and valuable raft of hardwood timber from its operations in Tyler county, W. Va., in the hills back from the Ohio river. The raft came down from Sardis in tow of a gasoline boat. The tract from which the yellow poplar, oak and other hardwood timber in the raft was taken is extremely difficult to get at. The company set up a portable mill on the tract and cuts the logs into convenient lengths before hauling them over a divide to the river. This is the second large raft the company has brought down since it began cutting on the tract.

500,000 Feet of Lumber Burned

Fire destroyed about half a million feet of hardwood piled in the yard near the mills of J. J. King of Huddleston, Va., on July 31. The loss was from \$12,000 to \$15,000, partially covered by insurance. The fire was started by a bolt of lightning during a storm which passed over the town early the morning of the fire.

Huntington, W. Va., Inspector Resigns

F. H. Wheeler, deputy National inspector, hitherto in charge of the Huntington, W. Va., district, has resigned. For the present applications for inspection service in that district should be addressed either to Robert L. Orr, P. O. Box 527, Elkins, W. Va., or A. S. Orr, 208 N. Sprague avenue, Pittsburgh, Pa., this depending, of course, on whichever of these points is most convenient and available to the member concerned.

Hardwood News Notes

MISCELLANEOUS

Belleville Lumber Company, Belleville, Ill., burned out; loss: \$100,000.

At Mishawaka, Ind., Russel Downey bought a controlling interest in the Franks Lumber Company.

At Barbourville, Ky., the Barbourville Planing Mill Company was incorporated; capital \$25,000; incorporators W. B. Riley, C. C. Smith, W. G. Riley.

At Salem, Ohio, the Wilhelm Lumber Company was incorporated with a capital of \$100,000. Incorporators J. C. Devine, A. M. Wilhelm, E. E. Dyball, M. C. Anderson.

The Lanz Furniture Company, Allegan, Mich., is now operating under the style of the Adawagam Furniture Company.

The Lumber Sales Corporation has been incorporated at Kansas City, Mo. The Thompson-Ross Lumber Company, Fayetteville, Ark., has changed its name to that of the Arkansas Tie & Timber Company.

The Singer Phonograph & Furniture Company has succeeded the Menin Furniture Company at Camden, N. J.

The New England Chair & Furniture Manufacturing Company will manufacture furniture novelties, toys and chairs at Northboro, Mass., and has been incorporated at \$50,000.

A. Guarino, L. Christen and A. Salvatore have incorporated the Royal Art Empire Company at New York City; authorized capital \$20,000; will manufacture furniture.

CHICAGO

T. E. Jones of the F. E. Dooley Lumber Company, Memphis, was in Chicago the second week of this month.

Charles H. Barnaby of Green Castle, Ind., visited the trade in this city on August 10.

Frank Handeyside, sales manager for the Chas. W. Fish Lumber Company, visited Roy Smith, manager of the firm's branch office in Chicago on August 11. For about three weeks previous to his visit to Chicago Mr. Handeyside was laid up with a badly scalded leg.

R. G. Haxton, owner of a hardwood saw mill in Greenville, Miss., was a recent visitor in this city.

A. L. Ruth of the G. W. Jones Lumber Company spent the end of the second week in August at Saugatuck, Mich., with Mrs. Ruth, who was visiting friends in a cottage on the lake. On his way back to Chicago Mr. Ruth, stopped over in Grand Rapids to call on the trade there.

Joe Thompson of the Thompson-Katz Lumber Company, Memphis, vice-president of the Lumbermen's Club of Memphis, arrived in Chicago on August 18 to meet Mrs. Thompson, who was enroute South after having spent a month at Lake Geneva, Wis. While here Mr. Thompson discussed the petition for lower rates which the Southern Hardwood Traffic Association has filed with the Interstate Commerce Commission. He said the southern manufacturers are pretty confident they will win the suit, for there is no logic to sustain the confiscatory rates the railroads are now charging.

F. W. King of the King Mill & Lumber Company, Paducah, Ky., was

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THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

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Our Specialty Is **AMERICAN WALNUT** **Lumber and Veneers**

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

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in Chicago during the greater part of the week of August 15. While here Mr. King managed to connect with several good sized orders of Kentucky oak and other hardwoods. He declared that he is doing a good business in spite of the depression and is keeping his mill near Paducah operating twelve hours a day.

Sam Thompson, sales manager for the Anderson Tully Company, Memphis, Tenn., visited Chicago during the week of August 15 on a selling tour. Mr. Thompson declared that business is improving, though still very quiet. He came to Chicago from the east.

The Yawkey Bissell Lumber Company of White Lake, Wis., has appointed W. V. White as Chicago sales representative with an office at 1234 McCormick building.

Walter De Witte of the Holt Hardwood Company, Oconto, Wis., recently visited Chicago.

J. J. Brennan of the R. Connor Company, Marshfield, Wis., was in Chicago the week of August 15.

The second quarterly section of the 1921 edition of the Consumers' Register has just been sent out by the National Hardwood Lumber Association, which shows the annual lumber requirements of a large number of hardwood users throughout the country, Chicago being particularly well represented.

PHILADELPHIA

The building at the Great Eastern Picture Frame Company, 110-112 North Second street, was destroyed by fire August 18. The loss is estimated at \$60,000, which is covered by insurance. Explosion of gilding liquid is given as the cause of the blaze.

Hardwood dealers of Wilmington report a decided improvement in business. This is largely due to resumption of work in the Harlan plant of the Bethlehem Shipbuilding Company and in the plant of Joseph Bancroft & Sons Company.

The state Department of Forestry announces that airplanes are impractical for spotting fires. Forty-seven new forest fire detection towers are to be placed in state forests.

An incendiary fire was started in the yard of Charles H. Clark, 108 Dickinson streets. Two arrests have been made.

The August tournament of the Philadelphia Lumbermen's Golf Club was held on the seventeenth. J. E. Troth, playing in the rain, sent his club sailing into a tree and it had to be rescued by a caddy. The following men were awarded prizes of a dozen golf balls for their low scores: Coale, 68; Finby, 78; Wistar, 79, and Coulbourne, 79. The match was played at Whitmarsh Valley Club.

BUFFALO

Governor Miller was in this city on August 20th while making an inspection of the state barge canal. He was welcomed by a committee of business men, among whom were Orson E. Yeager and A. Conger Goodyear. The governor has been not only seeking first hand information about the canal, but endeavoring to get shippers to appreciate its advantages. Canal rates are approximately eighty per cent of all-rail rates to New York.

The building outlook in Buffalo is quite favorable for this fall and several million dollars worth of work is already in sight. Included in this are five public schools to cost \$2,000,000. Labor costs have come down largely, owing to the business depression and there is no difficulty in getting all the men needed nowadays.

Business men here have organized for the purpose of appealing to the owners of large industrial plants which are idle to start them up and thus give employment to many men out of work. The number idle is said to be about 40,000.

The retail lumber industry of Buffalo has been under investigation by the grand jury this month and many witnesses have been summoned to give testimony. Among them is K. C. Evarts, secretary of the retail association and of the lumber credit association. The district attorney made a raid on the offices of these organizations and seized a lot of books and papers, which were inspected by the grand jury after a protest to the effect that the seizure was illegal. Enough books and papers were taken to fill a number of boxes and after they were used they were returned in a patrol wagon. It has taken about ten days to make the investigation of the lumber trade. The grand jury's report in the matter was rendered to Justice Cole, who presides at this term of court. On August 19th indictments were found against seventeen lumber corporations and twenty-seven individuals. Bail was fixed at \$2,000 each.

PITTSBURGH

The Pittsburgh Builders' Exchange, through its secretary, E. M. Tate, announces that the beginning of a building boom is now evident because of the voluntary reduction by the Free Building Unions of their wages. This, along with the announcement that the Pittsburgh Chamber of Commerce Housing Corporation will start work before October 1 on at least 200 community group houses seems to indicate that there will be more doing in the very near future. It was also announced last week that the clean \$15,000,000 or \$20,000,000 worth of plans for downtown buildings are ready for letting just as soon as building wages come down.

The Liberty Planning Mill Company, Elizabeth, Pa., has been dissolved.

and Edward H. Pangburn retires from the company. The business will be continued by Elmer E. Pangburn.

The hard maple timber in Northeastern Ohio will soon be cut off as most of the sugar groves in the Western Reserve counties are already cut or sold. A large proportion of the trees have been "going back" for years so that farmers are hurrying to sell the timber before they lose more money.

The Wilhelm Lumber Company, capital \$100,000, is a new concern at Salem, Ohio, organized by A. M. Wilhelm, J. C. Devine, E. E. Dyball, M. C. Anderson and L. P. Metzger.

J. C. Linehan & Company, who make a specialty of hardwoods, for industrial trade, report that business is extremely slow just now and that everybody seems to be buying only for immediate needs.

R. C. Herrmann, Sales Manager of the Duquesne Lumber Company, is spending his vacation in the Adirondacks. The company reports industrial demand very slow and general business dull.

BALTIMORE

Hugh Leary of the well known London timber firm of C. Leary & Co., who has been in the United States since last June, studying conditions in the lumber export and producing trade and who visited Baltimore on August 5, has made arrangement to sail for England aboard the steamer Caronia on August 27.

T. B. Bledsoe of the Brown-Bledsoe Lumber Company, Munsey building, is down South on a trip looking after stocks of hardwoods for his business.

Albert Stoneleigh, who until four months ago was engaged in the lumber business in New York, but was then compelled by ill health to retire, died August 10 at the home of his father-in-law, Duane H. Rice, president of the Towson National Bank, near this city. He had suffered a stroke of paralysis. He was 51 years old and leaves a widow and one son.

Among the industries secured through the Industrial Bureau of the Board of Trade for Baltimore during July is the American Hardwood Flooring Company, one of the largest manufacturers of hardwood flooring in the country.

COLUMBUS

The Ohio & West Virginia Lumber Company, of Barnesville, Ohio, has been chartered with a capital of \$50,000 to sell lumber both at wholesale and retail. Among the incorporators are J. W. Kirk and A. G. Peters.

The plant of the North Columbus Lumber Company, which was almost totally destroyed by fire several months ago, is being rebuilt rapidly and will be in operation soon after September 1. The building which will house the planing mill has been completed and the machinery is now being installed. During the time that the plant was out of commission the company's work was done at the planing mill of the Acme Lumber Company, on West Fifth avenue. F. M. Kpons is president of both concerns.

J. F. Prendergast of the Prendergast Manufacturing Company, a large hardwood concern of Marion, O., was a recent business visitor in Columbus.

The authorized capital of the Riverside Lumber Co., of Dayton has been reduced from \$25,000 to \$5,000.

L. T. Casto has severed his connection with the W. L. Whitacre Lumber Company and will travel Ohio for the D. W. Kerr Lumber Company of Columbus.

E. M. Stark, vice-president and treasurer of the American Column and Lumber Company, reports a gradual improvement in the hardwood trade with prices better. There is considerable scarcity in the higher grades of hardwoods, especially oak and poplar.

E. G. Dillow, salesmanager for the lumber department of the Central West Coal & Lumber Co., of Columbus left recently for the company's mill at Jackson, Ala., to expedite the shipment of lumber. E. H. Hammond, in charge of the railroad division of the company was also at Jackson to aid in the movement. The Central West Coal & Lumber Co., recently took the mill over from the C. W. Zimmerman Manufacturing Co.

CINCINNATI

Officials of the Cincinnati Sash and Door Company and of the Ward-Brock Sash and Door Company, whose plants were badly damaged by fire August 10, are ready to do business immediately and can fill orders for all classes of stock and make deliveries immediately. The fire, which is believed to have been of incendiary origin, caused damage estimated at \$40,000 to the plant of the Cincinnati Sash and Door Company. The fire started in the plant of the Cincinnati company and later communicated to the Ward-Brock plant, when the outer walls of the Cincinnati plant fell. The plants join in the rear. The planing mill, carpenter shop, odd size shop, open sash and garage doors department of the Cincinnati company were completely destroyed, but the fire walls prevented the flames from communicating to the office and manufactured doors department. The entire fourth floor of the Ward-Brock plant was destroyed and the stocks on the lower floors were badly damaged by smoke and water. No estimate of the loss suffered by this concern could be obtained, as Mr. Brock is in



HIGH HUMIDITY DRY KILN

CIRCULATION IS KING

Of the three controlling factors in Dry Kiln operation—heat, humidity, and circulation—circulation is king. The circulation is your transportation system delivering the necessary heat and humidity to your lumber. If your circulation falls down, or is inadequate and not uniform your drying suffers accordingly.

The largest manufacturers of drying equipment now offer you their services in regard to your lumber drying problems.

*"The Kiln with the Circulation
You Can Understand"*

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**LUMBER — PANELS — VENEERS
COOPERAGE — LAST BLOCKS**



*Largest Factory in the World Devoted to the Manufacture of Air
Moving Equipment*

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga.; Cincinnati, Ohio; Chicago, Ill.; New
York, N. Y.; Philadelphia, Pa.; Rochester, N. Y.; Seattle,
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E. SONDHEIMER COMPANY

MEMPHIS, TENNESSEE

Band mills at
BATON ROUGE, LA.; SONDHEIMER, LA.; TALLULAH, LA.

Office and Distributing Yard
MEMPHIS, TENN.

Manufacturers of Southern Hardwoods

Dry Stock, Ready for Shipment. Ask us for prices. We may be able to save you some money.
We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH		QUARTERED TUPELO		QUARTERED RED OAK	
1" to 4" FAS	10 cars	1" No. 1 Com. & Btr	3 cars	4/4" No. 1 Common	3 cars
1" to 8/4" No. 1 Com	10 cars	PLAIN TUPELO		QUARTERED WHITE OAK	
2" to 4" No. 2 C. & B	5 cars	5/8" No. 1 Com. & Btr	3 cars	4/4" No. 1 Common	3 cars
1" to 3" No. 2 Com	5 cars	3/4" No. 1 Com. & Btr	3 cars	PLAIN RED OAK	
COTTONWOOD		4/4" No. 2 Com. & Btr	10 cars	3/4" No. 1 Com. & Btr	5 cars
1" FAS	5 cars	5/4" No. 2 Com. & Btr	10 cars	4/4" FAS	5 cars
1" No. 1 Common	10 cars	6/4" No. 2 Com. & Btr	5 cars	4/4" No. 1 Common	10 cars
1" No. 2 Common	10 cars	WILLOW		4/4" No. 2 Common	5 cars
5/4" FAS	5 cars	1" FAS	10 cars	5/4" FAS	3 cars
5/4" No. 1 Common	5 cars	1" No. 1 Common	10 cars	5/4" No. 1 Common	2 cars
5/4" No. 2 Common	5 cars	1" No. 2 Common	10 cars	PLAIN WHITE OAK	
6/4" No. 1 C. & B.	15 cars	5/4" No. 2 Com. & Btr	10 cars	3/4" No. 1 Com. & Btr	5 cars
CYPRESS		6/4" No. 2 Com. & Btr	10 cars	4/4" FAS	1 car
1x4" No. 1 Common	3 cars	1x13" to 17" Box Boards	2 cars	PECAN	
1x6" No. 2 Common	3 cars	MAGNOLIA		6/4" Log Run	3 cars
2 cars each 1x8", 1x10" & 1x12"	No. 1 Com.	1" No. 2 Common	1 car	1" Log Run	1 car
6/4" Shop	2 cars	BLACK GUM		8/4" Log Run	5 cars
8/4" Shop	2 cars	1" Log Run	1 car	ELM	
8/4" Sel. & Btr	2 cars	QUARTERED RED GUM		3/4" Crating	5 cars
10/4" Sel. & Btr	1 car	1" FAS	1 car	6/4" Log Run	1 car
12/4" Sel. & Btr	1 car	PLAIN RED GUM		8/4" Log Run	5 cars
		5/8" No. 1 Com. & Btr	5 cars	10/4" Log Run	1 car
		3/4" No. 1 Com. & Btr	3 cars	12/4" Log Run	1 car
		4/4" FAS	1 car		
		4/4" No. 1 Common	2 cars		
		5/4" FAS	5 cars		
		5/4" No. 1 Common	5 cars		
		QUARTERED SAP GUM			
		5/4-6/4" FAS	2 cars		
		8/4" No. 1 Com. & Btr	3 cars		
		10/4-12/4" No. 1 C. & B.	2 cars		
		PLAIN SAP GUM			
		5/8" No. 1 Com. & Btr	3 cars		
		3/4" No. 1 Com. & Btr	3 cars		
		4/4" FAS	5 cars		
		4/4" No. 1 Common	10 cars		
		4/4" No. 2 Common	7 cars		
		5/4" FAS	5 cars		
		5/4" No. 1 Common	2 cars		
		5/4" No. 2 Common	5 cars		

Canada. However, the losses are covered by insurance, the company reported.

John B. Hurst, 54 years old, president of the Ohio Valley Vehicle and Implement Company, and interested in some timber lands in Arkansas and Tennessee, died at his home, 1841 Josephine street.

Oscar Nelson of Chicago and widely known in the piano industry has assumed the general managership of the Morrison-Waters Piano Company, which was recently taken over by the Smith & Nixon Corporation of Chicago. Mr. Nelson succeeds F. A. Morrison, president, and B. C. Waters, treasurer and secretary, who operated the plant until they sold their interests to the Chicago concern.

W. F. Gammage, lumber exporter, with offices in the Neave Building, is seriously ill at his home, 3837 Forest avenue. While in the East several weeks ago, Mr. Gammage contracted a cold, which affected his lungs.

W. A. Noble, for many years sales manager of the Probst Lumber Company, who has entered the lumber business for himself, dealing in hardwoods and special dimension stocks, has taken over the offices of the Probst Lumber Company at 1002-3 Second National Bank Building. The Probst Lumber Company has retired from the wholesale business and will only maintain one office for the time being at Gillette, Arkansas. Mr. Noble, who has been connected with lumber companies all his life, enjoys a wide acquaintance with the consuming trade throughout the Middle West and North.

The Chicago Mill & Lumber Company's baseball team, which won the Class A amateur championship in Cincinnati, will play the champions of Pittsburgh for the world's amateur championship, September 10 and 11, under the auspices of the National Federation.

Albert Bode, president of the Bode Wagon Manufacturing Company, was the recipient of many useful gifts from his friends on his fifty-second birthday. In honor of the event, Mr. Bode entertained fifty persons with a dinner at the Laughrey Club on the Ohio River.

Fire damaged the plant of the Manual Arts Furniture Company, at 2215 Eastern avenue, to the extent of \$5,000.

INDIANAPOLIS

O. H. Tindall of Hartford City has purchased the Carson sawmill at Matthews and will open the place at once. He will move his family to Matthews.

Despite the trade depression which caused a heavy drop in the demand from Eastern points, from which they formerly received 90 per cent of their orders for parquet flooring strips, the F. M. Bachman Company, manufacturers of parquet flooring strips, Indianapolis, announced that

they have had a splendid year. The company owns and operates its own saw mills and has equipment necessary to finish the product from the time it arrives in the log until it emerges from the planers finished.

Suits were filed at Sullivan, Ind., recently asking for the appointment of a receiver for the Mutual Truck Company of that city. Sherman & Pomeroy, Inc., advertising agents of Chicago, and the Electric Steel Company of Indianapolis filed the suits, alleging that the truck company is insolvent and that it owes \$85,000. The company was organized about four years ago and is incorporated for \$500,000, of which about \$300,000 worth of the stock is owned by residents of Sullivan county.

The Brannum-Keene Lumber Company of this city has been successful in obtaining a reduction of \$39,000 upon its tax assessment for this year by an appeal to the State Board of Tax Commissioners from the County Board of Review.

EVANSVILLE

O. H. Tindall, of Hartford City, Ind., announced a few days ago that he had purchased the Carson saw mill at Matthews, Ind., and that he will start the plant in operation within a short time. He will move his family to Matthews at once.

Clarence Altheide, who is associated in the lumber business with his father, Christ Altheide, in the Mercantile Bank Building here, and Miss Margaret Bockman, of Paducah, Ky., were united in marriage a few days ago at the home of the bride in Paducah. After an extensive bridal trip east, Mr. and Mrs. Altheide will live in Evansville.

The manufacturers of Evansville have compiled figures that show the number of unemployed men in Evansville decreased 1 per cent during the month of July. This figure includes only the manufacturing plants, and it is said that many more unemployed men have gone to the country and found employment on farms. The decrease, while slight, is looked upon as significant by the manufacturers. They point out that not a single plant in Evansville announced further curtailment during the month of July and that several plants, on the other hand, have increased their working hours.

Building operations in Evansville have been holding their own during the summer months and contractors and building material men are of the opinion that they will have plenty to do the balance of the year.

William P. Pleasants, 77 years old, a manufacturer of buggy hubs at Olney, Ill., died at his home in that city a few days ago after a short illness.

Henry Winklenhofer, 80 years old, who established the first planing mill

in Dubois county at Huntingburg, Ind., in 1865, died a few days ago at his home in Huntingburg.

In the opinion of Arthur Trimble, of the Vulcan Plow Company, and several other plow manufacturers of this city the plow business is going to revive this fall and that by next spring it will be a whole lot better, in their opinion.

Horace H. Phillips, 53 years old, a timber buyer who was well known in southern Indiana and northern Kentucky, died of apoplexy at his home at New Albany, Ind., a few days ago.

Logging activities have started in earnest along Green, Pond and Barren rivers in western Kentucky and it is expected that a great many logs will be gotten out in that section by the time winter weather sets in. Most of the logs will be rafted to the mills in Evansville.

MEMPHIS

The Frank A. Conkling Company of Memphis, Tenn., has just completed an arrangement under which it will in the future handle the sales of Alexander Brothers, Belzoni, Miss., with band mills operating at Junks, La., Belzoni, Miss., and Memphis, Tenn. The product of these mills will be entirely southern hardwoods, specializing in soft textured red gum, plain and quarter sawn; cypress, oak, ash and elm. The production of these mills, in addition to the company's operations at Percy and Issaquena, Miss., will give it a daily production of 160,000 feet of choice band sawn hardwoods, enabling it to increase the efficiency of its service to the consuming trade.

F. V. Kuhn has moved from Memphis, Tenn., to Macon, Miss., where he has opened a wholesale hardwood lumber yard under the name of F. V. Kuhn & Co., and contracted for several mill cuts of plain and quartered oak, ash and poplar. This lumber will be marketed through S. B. Schwartz & Company of Memphis.

There is apparently no appreciable change in the attitude of hardwood manufacturers here toward resumption of either milling or logging operations. A few firms are getting out timber and running their mills, but the vast majority are doing nothing, and, so far as can be gathered, they contemplate continuing this inactivity for an indefinite period. It is claimed by the majority that freight rates on logs moving to the mills are so high as to preclude any possibility of profitable operation when the output has to bear such a high rate of transportation cost when moving to destination. It is stated freely among hardwood manufacturers that they would resume logging and manufacturing in a general way if transportation rates were substantially lowered, but there appears to be complete unwillingness in this direction under present freight rates on logs and lumber.

This is the time of year when crews ought to be in the woods and when timber ought to be in process of preparation for delivery to the mills for the fall, winter and spring cut. But crews are not even organized. Equipment for logging is widely scattered, and it is pointed out now that some time will be required, even if the decision is reached to resume, to enable substantial progress to be made. It is suggested, in this connection, that, if logging is not undertaken in a general way very soon, the quantity of logs available for the mills in the Memphis and valley territories for the winter and spring will be the lightest ever known.

The West Memphis Lumber Company has purchased from the Bolz Cooperage Company 3,000,000 feet of cypress timber on Grassy Lake, Crittenden County, Ark., and has already established a mill for the development thereof. It is estimated that this timber will produce about 1,000,000 feet of firsts and seconds, which will be shipped to the North and East. The remainder of the output will be marketed in the Memphis territory through the yards maintained by this company at Memphis. None of the timber will go into shingles, as cypress is being rapidly superseded by compound shingles. Drainage work recently completed in the Grassy Lake region has made the timber in question available for immediate development.

Caruthers & Son Company, recently incorporated here with a capital stock of \$10,000, has installed machinery making it possible to turn out all the interior fittings of two homes daily, including doors, window frames, china closets, book cases and other built-in equipment. The firm maintains a building service in connection with the plant, where prospective home builders may obtain plans and specifications for their residences. Louis Caruthers, one of the incorporators of the company, is in charge of the plant in question.

The Ferguson-Palmer Company, Inc., has completed cutting its timber in the vicinity of Houlika, Miss., and its big plant at that point is now closed down. The management has not decided whether additional timber will be purchased in that territory or whether the mill will be moved to some other location. Headquarters of the firm are located in Memphis.

C. A. James of Memphis is working on plans for the establishment of a hardwood mill at Marked Tree, Ark., but he is not yet ready to announce details. It is understood that he is working in conjunction with the Chapman-Dewey interests, which have held extensive timber lands in that territory for a number of years.

DRYING

VENEER
Proctor
PROCTOR & SCHWARTZ
OF
MEMPHIS, TENN.

also
Redrying
DRYERS

LOUISVILLE

Preston P. Joyes, of W. P. Brown & Sons Lumber Company, in discussing production, said: "We are operating at the Guin, Ala., mills, where we plan cutting out a half million feet of logs, and closing down again. We've made no plans for our big mills, as we can't convince ourselves that the present good business will continue. Right now our shipments are about 66 2/3 per cent of normal in the prewar normal figures. That is mighty nice business as compared with what it has been."

W. H. Day, of the Wood-Mosaic Co., who is back from a trip into Canada, working from Winnipeg to Ontario, claims that Canadian operations are generally slow, and that there is not much of a market just now for anything in Canada. However, domestic business has been very fair, according to Mr. Day, who held that in the past two or three weeks demand for walnut has come much stronger, while there is also a good demand for good white oak in plain and quartered, and poplar is good. "We can't supply enough walnut to meet demand," said Mr. Day.

At the last meeting of the Louisville Hardwood Club the members were generally optimistic, and after months of prospective business, instead of actual business, were reporting real business as coming well, with prospects of its continuing for some little time. Money is easier, stocks low, general business a little more active, and buyers have more confidence.

The Prestonia Manufacturing Co., Louisville, manufacturers of furniture specialties, is increasing its force, due to having some very fair business in hand.

The Inman company, manufacturers of panels, veneers and also operating a furniture plant, is operating full time again, as demand has materially increased for veneers and glued up stocks.

The Elk Stave & Lumber Co., Anchor, Ky., capital \$3,000, has been chartered by Lee Congleton, Claude Congleton and Chester D. Brewer.

A charter has been issued to Croan & Company, Louisville, capital \$5,000, debt limit \$50,000, to do a lumber business, the incorporators being C. L. Croan, J. K. Brooks and W. E. Brooks. J. K. Brooks will be president, and C. L. Croan general manager, W. E. Brooks secretary-treasurer.

I. B. Powell, 69 years of age, retired lumberman of Somerset, Ky., died at his home in that city on Aug. 12. He leaves two sons, James and Tom Powell.

R. R. May, of the R. R. May Hardwood Company, Louisville, has returned from a Northern trip, and reports that he picked up some very fair business.

Edward L. Davis, of the Edward L. Davis Lumber Company, has returned from a trip to the mills. He reports slightly better business.

W. A. McLean of the Wood-Mosaic Company, and a party of friends are spending six weeks at his Canadian lodge, having left Louisville several days ago.

The Louisville Veneer Company is spending a few thousand dollars in additions to its plant, in order to carry larger manufactured stocks.

R. V. Board, president of the Kentucky Wagon & Mfg. Company, reports better inquiries for wagons, trucks and autos from the South, he attributing improvement to improved cotton and agricultural prospects. President Black, of B. A. Avery & Sons, implement manufacturers, also reports better prospects and more orders.

NEW ORLEANS

The charter of the Alexandria Cooperage and Lumber Company, of Alexandria, La., has been amended so as to change the name of the concern to that of the Wels-Patterson Lumber Company; the capital stock has been increased to \$500,000 and a new sawmill will be erected by the company in the near future at Pensacola, Fla. It is understood the company has sufficient holdings of hardwood timber in Florida to insure a 15-year run. C. A. Wels and G. V. Patterson are the principals. Mr. Wels has already removed with his family to speed up the construction of the new plant.

E. P. Gupton, formerly connected with the Denkmann Lumber Company, of Norfield, Miss., has recently taken over the position as cross tie purchasing agent in the state of Mississippi for the Stephens Lumber Company, of the New Orleans office of which David Crockett is manager. Mr. Gupton will be directly connected with the New Orleans office of the company, but he will spend most of his time at Hattiesburg, Miss.

The Hazelhurst Box Factory has been closed to undergo its usual

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

WE WANT TO SELL

250,000 feet No. 3 and Better 1-inch mixed Gum
\$15.00 per 1,000

250,000 feet No. 3 and Better 1-inch mixed Oak
\$20.00 per 1,000

*This Stock is located at our mill at Reeves, La., is
well manufactured, bone dry and in fine condition*

ALSO

5 cars Gum dog boards, \$5.00 per 1,000

5 cars Oak dog boards, \$5.00 per 1,000

POWELL LUMBER CO.

LAKE CHARLES, LOUISIANA

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of

Dry Northern Hardwoods

HARD MAPLE
SOFT MAPLE
BASSWOOD

BIRCH
BEECH
ELM

**UP-TO-DATE BAND MILLS Now OPERAT-
ING at PELLSTON and MUNISING, MICH.**

the new company. H. J. Wilson, manager, has announced. However, the mill will not be closed as long this year as it usually is.

WISCONSIN

The Polk L. Woodward, Light and Power Company, Polaski, Wis., has recently amended its corporate articles providing for a change in name to Polk L. Woodward Company. At the same time the capital stock was fixed at \$50,000.

Articles of incorporation were filed recently in behalf of the Dice Millwork and Lumber Company of LaCrosse, Wis. The authorized capitalization is \$35,000 and the incorporators are A. J. Esberg, J. A. Thwing and Otto E. Mueller, all of LaCrosse.

The Swihart & Tuttle Company of Cornell, Wis., narrowly escaped the destruction of its sawmill when fire destroyed about 175,000 feet of lumber from the spring cut of the plant stacked in the millyard. Most of the burned lumber was owned by William Dunn, who estimates the loss at about \$5,000, fairly well covered by insurance. The stocks owned by the Swihart & Tuttle Company were only slightly damaged. The mill proper escaped the blaze, although threatened many times by sparks and burning brands.

M. M. Kitz, proprietor of the Kitz Cigar Box Factory at Oshkosh, Wis., has completed repairs to the building and equipment which was damaged by fire on July 22. Operations were continued during the repair work and production suffered only slightly.

The Hi Lo Baby Chair Company of Chicago is negotiating with the Chamber of Commerce of Appleton, Wis., with a view of relocating its plant in the Wisconsin city. The concern requires about 15,000 square feet of manufacturing space to start and is willing to lease an existing building with an option to purchase later.

The Northwestern Excelsior Mills Company of Prentice, Wis., has completed a new factory and placed it in operation, the first shipments having been made early in August to Detroit customers. The cutting room is 34 by 50 feet in size and five men are engaged in cutting bolts for the mill, which occupies a space of 60 by 100 feet and is equipped with three cutting machines with a capacity of fifteen tons of excelsior a day.

The Dufek Manufacturing Company of Denmark, Wis., is a new corporation organized with a capital stock of \$30,000 by A. Dufek, Martin Dufek and S. Dufek. It is chartered to do logging and manufacture lumber, millwork, sash, doors, interior finish, cabinets, etc.

The Tomahawk Toy Company of Tomahawk, Wis., which has not operated its factory for about six months, has accepted the offer of Miller & Neumiller of Janesville, Wis., to take over the plant. The new owners intend to continue the manufacture of toys and other wooden novelties, but will also manufacture sash, doors, interior woodwork and other hard and soft wood specialties.

The Sawyer-Goodman Company of Marinette, Wis., was successful in securing a reduction of the assessment made by the city of Marinette on its lumber stocks, although at the figure finally conceded, the assessment is said to be the highest of that made by any lumber manufacturing center in Wisconsin. The original assessment was \$30 per thousand feet. C. A. Goodman, president and general manager of the company, pointed out to the board of review that this figure was much too high in view of the declining market for lumber, and because other Wisconsin cities were assessing as low as \$20 per thousand, while at Wausau the rate is \$24. A compromise was reached on a figure of \$25 per thousand.

The Sanborn Company of Eagle River, Wis., a large log, land and cutover land handling concern, has recently increased its capitalization to consist of \$200,000 of common and \$300,000 of preferred stock.

The American Lumber and Manufacturing Company, Green Bay, Wis., is preparing to build a new warehouse to include also an office building. It will be two stories high, 60 by 150 feet.

Employees of the Curtis & Yale Company of Wausau, Wis., at the second annual outing given by the company at Rothschild Park, presented W. E. Curtis, president and general manager, with a beautiful solid gold watch as an appreciation from the workers. The outing incidentally commemorated two anniversaries, namely, the fortieth anniversary of the founding of the company by the late C. S. Curtis, who would have reached the age of 70 years on August 1, and the twentieth anniversary of the association of W. E. Curtis with the business.

The Matthews Bros. Mfg. Company, 61-75 Fourth street, Milwaukee, one of the oldest and largest manufacturers of fine interior woodwork, furniture, fixtures, etc., in this country, has closed a deal for the purchase of the big plant of the Marsh Refrigerator Service Company at Port Washington Road and the Milwaukee road tracks at the northern city limits of Milwaukee. The Marsh company originally was founded by interests identified with the Pabst Brewing Company to build and handle refrigerator cars, but about six years ago the name was changed to the present title. The business is now in process of liquidation and plant and equipment are being sold in parcels. Possession will be given the Matthews company within a short time, and it is hoped to complete the transfer of its operation to the Marsh plant about November 1, when the factory on Fourth street will be turned over to the Rundle-Spence Mfg. Co., a large manufacturer of sanitary fixtures, plumbers' goods, etc.

The Wiese Laboratory Furniture Company, a comparatively new organization at Manitowac, Wis., has recently hooked a number of important contracts, the latest being for the equipment of the new high school at

Bay City, Mich., which involves about \$30,000. The Fond du Lac, Wis., board of education, which is erecting a new high school, has contracted with the Wiese company to furnish its laboratory at a cost of about \$6,000.

The Kenfield Lamoreaux Company of Washburn, Wis., one of the country's largest manufacturers of boxes and crating stock, completed the overhauling and re-equipment of its sawmill on August 1 and is now in operation. The mill was rebuilt from the plant of the former Lake Shore Lumber Company at Washburn and is employing about seventy men. The box and crating factory contains the resaw mill which is being fed by the new sawmill.

The Tomahawk Steel & Iron Works at Tomahawk, Wis., widely known in the North for its logging and sawmill machinery and general repair service, is at work on the construction of a new foundry and machine shop to replace the plant destroyed by fire in February. It occupies a new site on the Milwaukee Road main line and will cost about \$75,000. The main building is 60 by 100 feet, and the wing 50 by 60 feet.

The Wisconsin State Tax Commission has ordered a re-assessment of the properties of the Foster-Latimer Lumber Company of Mellen, in the town of Saxon, Price county, upon petition of the company, which claimed the valuation of its extensive timber holdings is excessive.

The Crandon, Wis., sawmill of the Chas. W. Fish Lumber Company of Elcho, Wis., was totally destroyed by fire late in July. It is believed likely that the mill will be rebuilt. The yards were saved, together with a large quantity of finished lumber. The Fish company owns and operates four other large mills, so that the loss of the Crandon mill is not seriously felt.

The Federal Box and Lumber Company, Chicago, has filed suit against L. E. Ridley of Madison, Wis., to recover \$9,000, alleging that on Aug. 30, 1920, Mr. Ridley ordered fifteen carloads of boxes according to specifications, for delivery between January and May, but declined to give shipping directions after numerous requests.

Through the generosity of Thomas McNeil of the Sheboygan Chair Company, the city of Sheboygan will have one of the finest bathing beaches on the Great Lakes. Mr. McNeil and his company, in co-operation with Mayor Herman Schuelke, acquired a strip of land along the lake shore on the south end of the city and the Kiwanis Club of Sheboygan agreed to build a bathhouse, 224 feet long. The beach is being made available for use this season.

The John Schroeder Lumber Company, Milwaukee, on August 1 shipped 1,000,000 feet of lumber from its mills at Ashland, Wis., to Tonawanda, N. Y., on two barges handled by the Steamer Bradley. The cargoes were valued at about \$30,000.

The Automatic Cradle Manufacturing Company of Stevens Point, Wis., as the result of a national campaign for new business, is now operating at full capacity on orders for self-swinging baby cribs, bassinets, toy automobiles with foot power, and similar specialties. Orders on the books are sufficient to keep the plant busy practically until the end of this year, according to R. P. Davis, general manager.

According to R. O. Beyer, head of the Milwaukee Toy Company, Milwaukee, the demand for American built toys this season is the heaviest on record and factories generally are working up to capacity to fill orders. Mr. Beyer says martial toys have been steadily declining in favor since the close of the war and toys now being sold are mainly of an educational nature, as children are asking for toys with which they can exercise their ingenuity.

TORONTO

The Attorney-General's staff, under an order made by the courts in Toronto, will have to get busy and dig up a lot of particulars in connection with the charges against the Shevlin-Clarke, the Rainy River Lumber Company and others. The action seeks to set aside grants of timber berths in the Rainy River district and to recover damages for alleged false returns made to the government as to the timber cut. Amongst the charges made by the crown were allegations that the required returns had not been made from time to time; that false affidavits had been made by cutters; that forgeries and false affidavits, sometimes made in the company's office, were put in with the object of defrauding the government of large sums of money. The charges are so sweeping, says Justice Orde, that to meet them the defendants would have to account for every stick of timber cut on the berths for the past eighteen years.

D. N. McMillan, who for some time past has been a member of the sales staff of the Fesserton Timber Company, has joined the Central Canada Lumber Company, Toronto, and is now looking after their interests in Ontario.

A. E. Bryan, Canadian Trade Commission in Yokohama, reports that many inquiries for Canadian lumber are being received. For the first few months of this year there have been heavy decreases noted in every raw material imported into Japan with the exception of lumber.

Toronto and Hamilton lumbermen are interested in the recent organization of the McCraney Lumber Company, Ltd., of Hamilton, Ont., which has been granted charter and which has secured the township of McCraney, situated east of Scotia Junction on the old Canada Atlantic Railway. The company is arranging to have a mill at Mileage 328, which will be known as "Round Lake." The cut will be principally hardwood, and it is expected that about 2,000,000 feet per year will be taken out.

Plain & Qtd. Red & White

Even
Color

OAK

Soft
Texture

AND OTHER
HARDWOODS

Soft Yellow Poplar

MADE **MR** RIGHT

OAK FLOORING

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

DELTA HARDWOODS

OUR ESTABLISHED POLICY

IS TO PRODUCE ONLY THE BEST IN
HARDWOODS. THIS IS ASSURED
BY THE FACT THAT ONLY VIRGIN
TIMBER IS LOGGED AND CUT INTO
LUMBER. WE CARRY IN STOCK A
SPLENDID ASSORTMENT AND CAN
SUPPLY ANY OF THE REGULAR
GRADES AND THICKNESSES OF OAK,
GUM, ELM, ASH AND COTTONWOOD
IN UNIFORM QUALITY AND TEXTURE

HARDWOODS
THAT
APPEAL

Double Band Mills
|| Arkansas City, Ark.



MAHOGANY

THE
FREIBERG
MAHOGANY CO.

Offices and Warehouse
CINCINNATI, OHIO

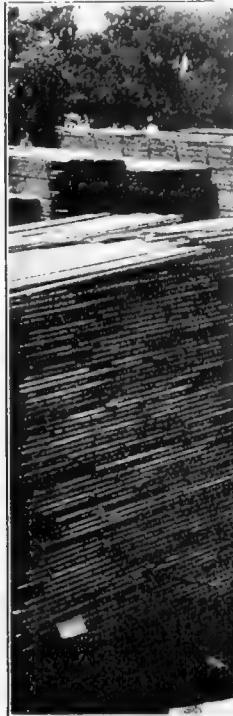
Saw and Veneer Mills
NEW ORLEANS, LA.

CHICAGO OFFICE
M. S. Johnson
24 W. Adams St.

GRAND RAPIDS
Geo. A. Baker
Hotel Cody

LUMBER AND VENEERS

THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



Operations are already well under way for clearing the mill site, which is said to be the finest birch territory in Canada. Guy H. Long is the president of the McCraney Lumber Company; Peter Duff, vice-president; A. E. Graydon, secretary-treasurer; F. R. Burton and J. McManus, directors. Mr. Duff is an able bush lumberman and Mr. Graydon is a practical sawmill man, while Mr. Long and Mr. Burton are associated with the Long Lumber Company of Hamilton, Ont., and are widely known in wholesale lumber ranks. The company is capitalized at \$40,000.

Richard Sanders, a well known lumber dealer and wood-working manufacturer of St. Thomas, Ont., and head of the firm of Sanders & Bell, Limited, of that city, recently celebrated his golden wedding. Mr. Sanders, although getting on in years, is in excellent health and is able to attend to his business daily.

The Hardwood Market

CHICAGO

A fair amount of buying continues on the hardwood market in Chicago. Inquiries and orders grow a little bit every day, establishing an undertone of better things to come. Nobody is getting very much business and there are no really large orders, but all the workers and fighters are getting enough to keep them encouraged. The railroads are buying virtually nothing, but the furniture industry, vehicle, box and flooring people are buying small orders right along. There is still a great deal of bargaining and there is no real level of prices. With the prospect of a further revival of buying in the fall the sellers are developing more "backbone" every day.

SOUTH BEND

While prices have shown no improvement, yet there is no price cutting and orders are coming more freely than at any time during the past thirty days.

Prices on FAS oak remain very firm, but No. 1 common prices have receded about \$2 per thousand in this market. Practically no demand for No. 2 and No. 3 common oak.

Quite a quantity of 4/4" No. 1 common sap gum is moving, though the price at which this business is being taken is very low indeed.

No further concessions are looked for, and it is the general opinion in

this territory that all signs point to an early revival of demand for hardwoods.

BUFFALO

The hardwood yards are generally reporting some improvement over a month ago, though trade is far from active. The tendency is to buy everything in small lots and the demand covers a good variety of woods. Furniture manufacturers are said to be fairly well satisfied with the sales at recent conventions. The automobile concerns are not doing much, but with reduced prices believe that demand will soon be stimulated. Building is on a fair scale and many good-sized projects are on foot in this and other large centers.

Handlers of Pacific Coast lumber claim that they are doing better than the straight hardwood trade at present.

PHILADELPHIA

The hardwood market in Philadelphia and vicinity shows continued improvement. The unsteady conditions of the month seem to be disappearing, and while the activity in hardwoods is not as noticeable as in soft, there is a marked optimism in the industry.

The disposition of the small dealer to sell at almost any price is passing now that a general feeling is abroad that prices will advance, although low-grade oak and maple flooring is being sold at almost ridiculous prices. The steadying of the market has eliminated much of the disastrous price-cutting war. Upper grades are firm.

Most encouraging reports come from furniture manufacturers. The August sales have been excellent, portending increased business. Several department stores have announced that their sales have gone over last year. This has stimulated the trade to no small degree. The railroads, particularly the Pennsylvania, has been in the market. One order for ties, 600,000, was placed during the week.

Demand for mixed-cars comes strong from rural Pennsylvania, New Jersey and Delaware. Early in the month there was a manifest lull in business from these regions, but the past two weeks has seen a sharp renewal. Philadelphia dealers also have been disposed to enter the market. More building permits were granted during the past week than for any week this year.

BEAUMONT

Due to high freight rates, hardwood men in this section are forced to twirl their thumbs while the mills nearer the point of consumption in the north and east are getting what business is being offered. Texas mills are

(Continued on page 51)

When After Efficiency Don't Forget Economy

By J. L. SEAMAN

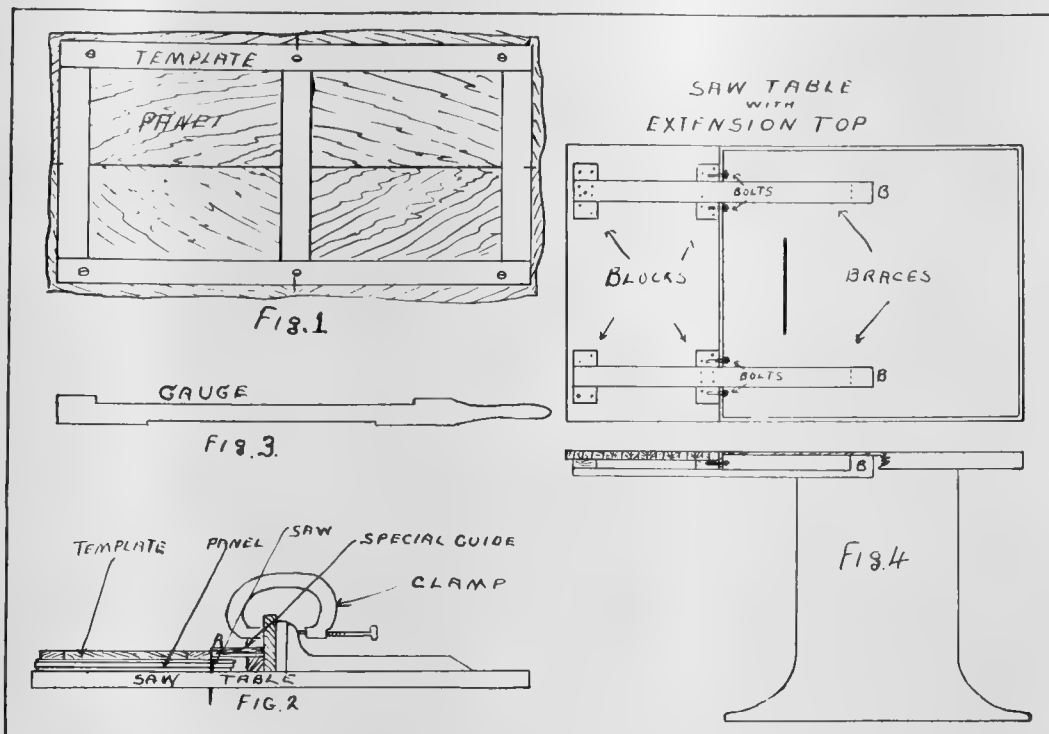
The word efficiency has been woefully overworked in recent years and thus to a certain extent has lost its effectiveness. In striving for this much-to-be-desired goal many a manufacturer has overlooked the complementary word economy. True efficiency prevails in a plant when all operations are performed speedily, without confusion or undue effort and when the quality of the product is improved rather than sacrificed.

Is not that economical manufacturing?

Using the term economical instead of efficiency seems to remove some of the glamor with which the latter word has been surrounded and with it the tendency toward over-organization, elaborate systematization and the use of multitudinous forms and charts. Not that such things have not their value and place but in going to the extreme in systematizing, economical operation is often overlooked and the goal missed. As the idea can be applied to one operation as well as to the plant as a unit, it is well to work out and develop efficient operating methods in a gradual manner. Here is a suggestion which may prove of value to some readers of Hardwood Record.

Many woodworkers and manufacturers of panels and plywood find that trimming and sizing this stock is a tedious job. Without a double cut-off saw, which is the most satisfactory machine for the purpose, the pieces must be handled several times before they are squared up and finished. The operations which must be performed include straightening one edge, ripping to width and finally cutting to length. In the case of a panel with a center joint it is difficult to size it so that this joint will be in the center of the panel and parallel with the edge.

Here is how this operation was simplified and production speeded up in one factory. In the first place templates were made to correspond to the finished sizes of the work going through. For small panels the templates were made solid of either three-ply or straight lumber, while for the larger pieces they were framed as illustrated. A number of screws were driven in from the back and allowed to protrude through about an eighth of an inch, then filed to sharp points. The short lines, shown on the edges and ends, mark the centers. Figure 1 shows panel ready to be sized with template in position on top. In the case of a matched panel with a center joint in laying on the template the center lines on the ends are placed directly over the center joints. If the veneer had been matched in quartered effects the



An Equipment to Simplify Panel Trimming and Sizing

template would be placed with the four lines directly over the joints. In actual practice it has been found that the indentations made by the fine points do not show when the pieces are cleaned up and finished.

To use this template a special piece must be fitted to the guide on the saw table. This is shown in figure 4. There are many ways in which this might be attached. If in almost constant use and for work of

different thicknesses it might be fastened to the fence with a couple of small bolts, properly counter sunk. In that event either the block or the fence should be slotted vertically to permit of a vertical adjustment to suit the thickness of the panels going through. In setting, the edge of the piece B is set in line with the outside of the saw. It will follow that when the template with panel below is run against the piece B, the panel will be cut the same size as the template. Using what is known as a mitre saw, and keeping the teeth sharp, the four sides are trimmed without laying the piece down. The saving effected in labor and handling is obvious and the result is a panel which is cut true, square and to the dimensions required. The safety feature of this method should not be overlooked for the saw is so covered that the danger of accidental contact with it is practically eliminated.

To insure accuracy and uniformity a number of gauges as shown in figure 3 were prepared to suit the different sizes cut. These could be made of either hardwood or light iron plate. A gauge of this kind not only tends for greater uniformity but is found very handy if any of the panels require to be duplicated or if there are repeat orders to be filled.

This work differs from the usual run of sawing operations in that the material is all sized outside the saw. In handling large stock, especially in cutting to length, a certain amount of difficulty is experienced in holding the work flat on the saw table. This may be overcome by attaching an extension top as shown in figure 4. This was made of inch square hardwood glued together to make a top of a suitable width. Hardwood blocks were fastened on the underside which brought the thickness of the extension top and the blocks equal to that of the iron rim. Holes were bored in the rim to accommodate the hanger bolts which were screwed into the two edge blocks. When put in place and the nuts tightened the two tops are brought into line

(Continued on page 36)

A Brief for Sound Wormy Chestnut

By J. M. Pritchard

In Bulletin of American Hardwood Manufacturers' Association

Mr. Mayhew, of the W. M. Ritter Lumber Company, has brought to our attention the fact that a British court has entered a judgment of \$3,000.00 against a manufacturer of pianos on the grounds that Wormy Chestnut used as core wood in the manufacture of piano cases is liable to be infected with worms or injurious germs, which class of lumber is prohibited from importation to Great Britain, and the probabilities are the said piano manufacturer will be compelled to remove from England the piano cases in question, unless something may be done to bring about a repeal of this decision of the British court.

Mr. Mayhew has secured several opinions as to whether or not Wormy Chestnut used as core stock contains any infectious germs and the unanimous opinion is that Wormy Chestnut does not contain any infectious germs or worms when used as core stock or base for veneer, and that any worms or germs which might have been in the Chestnut tree will be destroyed during the process of seasoning the lumber and the application of hot glue. All agree that Wormy Chestnut ranks as the very best hardwood for core stock and these opinions are upheld by Professor T. E. Snyder, Specialist in Forest Entomology, who is recognized by the Department of Agriculture as being an authoritative expert in matters relating to insects affecting forest products.

The following are excerpts of Professor Snyder's letters on this subject:

"Your letter of the 6th instant, addressed to the Bureau of Entomology, has been referred to this office for attention. In reply, we beg to state that sound wormy chestnut is much less liable to insect injury than ash, oak or hickory. In fact, we do not know of any authentic case where chestnut has been attacked by *Lyctus* powder post beetles after seasoning.

"The insects which infest living chestnut trees are entirely different from *Lyctus* Powder post beetles and are timber worms, namely a *Lymexylon* beetle technically known as *Lymexylon sericeum* Harris. You are perfectly right in stating that sound wormy chestnut is not liable to be infected with worms.

"We take pleasure in enclosing our publication on *Lyctus* powder post beetles and their control. You will note that those insects work only in the seasoned sapwood of hardwoods and, as you know, chestnut does not have a very large amount of sapwood."

"Your letter of the 24th has been received and we take pleasure

in giving you the following additional copies of our publication on powder post beetles.

"We believe that sound wormy chestnut as a core or base for veneer is more suitable than any other hardwood which you could use, particularly as the sapwood of other hardwoods is infected by the very injurious insects described in the pamphlets sent you, whereas chestnut is never so attacked.

"As you know, sound wormy chestnut is a trade name which has been in existence in the lumber markets for many years and applies to chestnut timber which contains holes made by timber worms while the tree is living in the forest. These insects attack the living trees through knots or broken branches and make holes through the wood of the living trees. After the tree is cut and the wood dries out, these insects will not continue to work in the wood and, hence, the wood is graded as sound wormy chestnut.

"We consider the utilization of sound wormy chestnut a matter of conservation, since such wood can be used when covered by veneer, whereas it could not be utilized, on account of the worm holes for ordinary uses.

"You may be interested to learn that a very large percentage of all chestnut timber is affected by these worm holes—indeed, in some localities as high a percentage as 75, and there is no trade prejudice in the United States against the grade sound wormy chestnut, since it is well realized that it is not actually infested by worms, any more so than pecky cypress lumber is infected by disease.

"If there are any further details which we can give you, we shall be glad to do so.

"It seems to us that a strong point to emphasize in your appeal is that chestnut lumber is not infected by insects which are ordinarily destructive to other hardwood veneer and the core or base of hardwood veneer. This injury is fully discussed in the pamphlets sent you."

It is astounding that the British court has rendered any such judgment against the use of Wormy Chestnut and the seriousness of the situation is that if such a decision is allowed to stand, it could logically follow that wood of any kind containing worm holes, might be excluded from the importation into Great Britain. We shall lend our earnest co-operation in an effort which will be made through proper authorities to have this injustice in the case of Wormy Chestnut replaced.

Williamson Plant One of the Best and Largest

Improvements and extensions made at the works of The Williamson Veneer Company, at Eighth and Baltimore streets, Highlandtown, a suburb of Baltimore, have made this plant one of the largest of its kind in the country, if not in the world. It occupies not less than eight blocks and consists of six large buildings, besides a big yard for the storage of all kinds of woods used by the company in its business. The enterprise is of Western origin, having been established more than half a century ago at Indianapolis, Ind., by Marshall D. Williamson, the father of the present head of the company and one of the pioneers in the production of veneers. Because Mr. Williamson came to regard Baltimore as possessing great advantages over the West he removed the works to that city in 1900 and was eventually succeeded by his son, Dwight W. Williamson, now active as president, and the latter's son, Roger W. Williamson, as vice-president and sales manager. The business has steadily grown, vindicating the judgment of the founder, until now woods from nearly all parts of the world are received there to be turned into veneers for a great variety of purposes.

The cutting mill is equipped with one of the largest veneer

knives in the world, this implement being not less than seventeen feet long. There are besides four ten-foot rotary veneer machines, two seven-foot stay-long veneer machines and two saw mills. After being sawed into suitable lengths and trimmed the logs are placed in steaming vats for from 12 to 24 hours, after which they are ready for the knives. Walnut and mahogany are cut into strips making 28 to the inch, with oak and poplar sliced 20, 16 and 8 to the inch. These strips are then put through the dryer on rollers in a chamber where a temperature of 200 degrees Fahrenheit is maintained. After that they are ready to be stored or packed for shipment.

(Continued from page 35)

and the extension held firmly in place. To provide additional support two braces, B, which fit snugly against the underside of the table are attached to the blocks by screws.

Were it not for the fact that the table top is tilted once in a while a couple of supports could be dropped to the floor. Additional rigidity might be given the extension by dropping a couple of bolts down through the iron to engage the braces underneath. With this rig the work was carried on expeditiously and accurately and with a minimum of effort.

ALGOMA *the Better* Plywood



A first impression which lasts

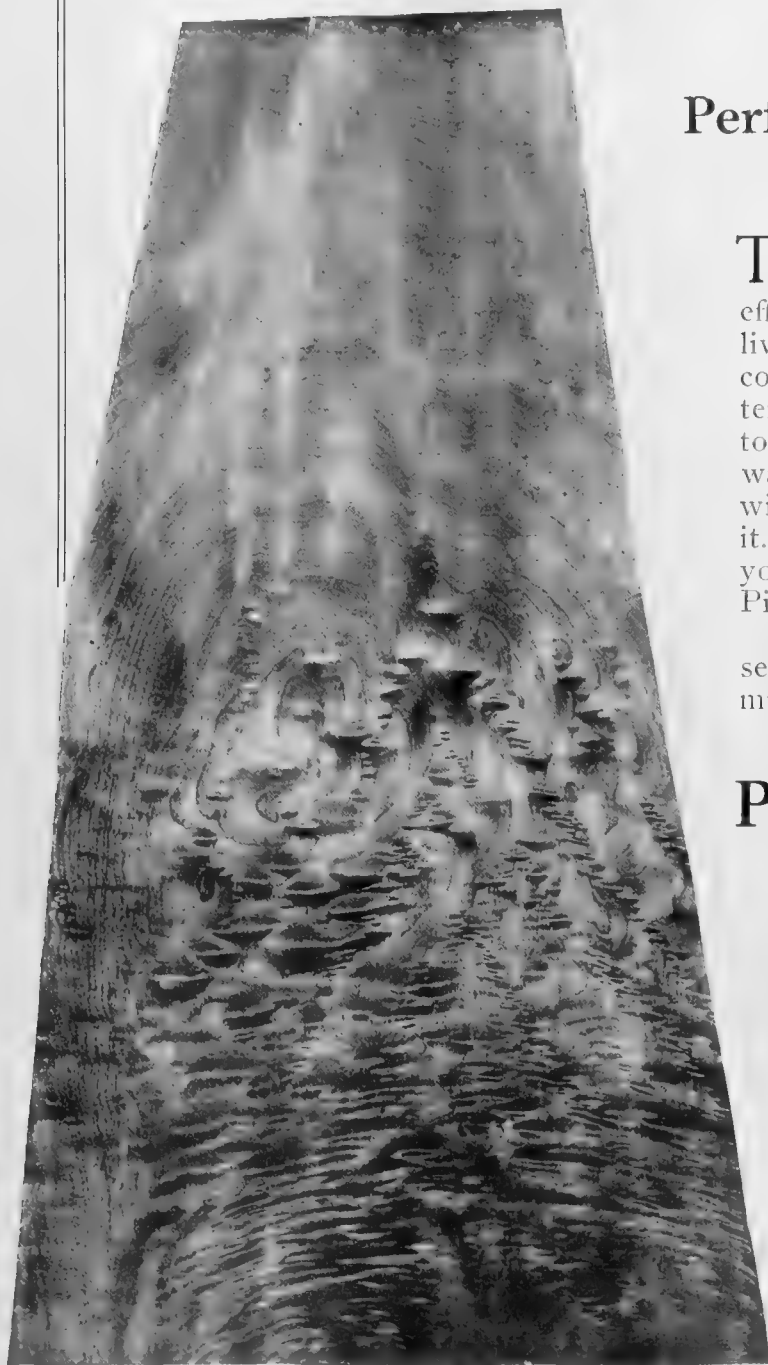
A good first impression, joined with genuine character, has always been the surest combination to win admirers.

This fact is as true of furniture and wood products, as anything you can name. For that reason, we give particular attention to the surface—in the matching of grains. Our veneer woods are chosen from the the finest sources, domestic and foreign. And our men are trained for remarkable skill and care in the matching of grains. Then a rigid inspection of finished panels keeps Algoma Panels up to the highest standard of beauty which fine woods can offer.

Beneath this surface is the character which makes Algoma the Better Plywood. Order from Algoma for your next job, and “Algoma Plywood” will become your standard.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

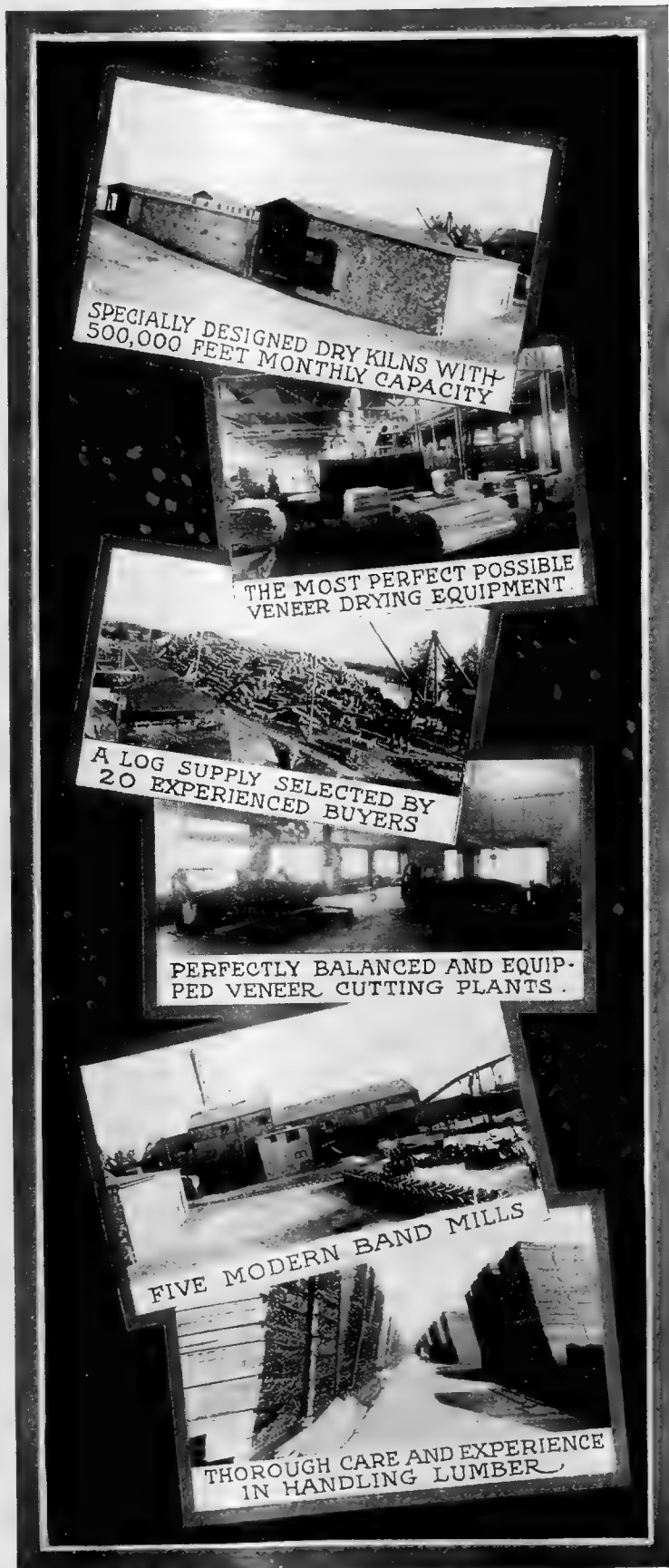


Perfect Walnut Veneers Help the Profits

THE year 1921 will see keen competition strictly on the basis of efficiency. The character and delivery of your raw materials will count. We respectfully call your attention to an organization schooled to perfection through long years of walnut veneer manufacture, and with a great buying power behind it. Such assurance of correct goods you will get—if you buy from Pickrel.

We maintain a well balanced reserve stock of from five to seven million feet.

**PICKREL VENEER
COMPANY, Inc.**
NEW ALBANY, INDIANA



Know that your raw material is right and will be delivered promptly

The operations of the Wood-Mosaic Company function with precision because every step has been part of a well-conceived plan. The basic thought is a plant for each type of production. Thus, every foot of Wood-Mosaic hardwood lumber and veneers in walnut, oak and poplar is produced in a plant designed especially for the manufacture of each class of product.

This holds from the logs, which are the careful selection of a trained corps of twenty timber buyers, through the final operations of handling the manufactured product, special equipment having been provided for each unit of manufacture so that the lumber and veneer product may be always correctly dried and further prepared for consumer's use. We solicit the opportunity of demonstrating the value to you of such an organization.

WOOD-MOSAIC CO.

(INCORPORATED)

LOUISVILLE, KENTUCKY

Chicago Representative:
GEO. W. STONEMAN & CO. . . 845 West Erie Street

Grand Rapids Representative:
HECTOR ROBERTSON . . . 232 Lyon Street, N. W.

American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.
10th and Murphy Streets Des Moines, Iowa

Furniture Industry Is Attacked

It is understood that the manufacturing branch of the furniture industry would welcome the investigation of the prices of household furnishings, which is provided for in a resolution introduced in the Senate on August 8 by Senator Kenyon of Iowa. The manufacturers have chafed at the fact that retailers in general have not followed their own price recessions as closely as they should and, therefore, by resisting the course of liquidation in the industry, have reduced the volume of demand and retarded recovery from depression.

This resolution would authorize the Federal Trade Commission to look into and report on the causes of factory, wholesale and retail prices of the principal household furnishings industries and trades, beginning January 1, 1920, with especial reference to the activities of associations in the furniture industry.

The demand for an investigation originated with the American Federation of Farm Bureaus, whose president, J. R. Howard, denounced the prices of lumber, building material and household furnishings, which he says have failed to respond to deflation, for reasons which reports of the Federal Trade Commission have in part disclosed. Lumber and building materials, Mr. Howard said, are 202 per cent of 1913 prices still, while household furnishings are 250 per cent above 1913 prices. The prices of household furnishings are in a class by themselves, he declared and are "entirely out of line with prices of any other group." He complains further that these prices reach 371 per cent of 1913 level in October, 1920, "having continued to rise for several months after prices of most other commodities had begun to decline." He said that his bureau had made an effort to find out whether any further declines in the household furnishings group might be expected and had been assured by nearly all concerns interviewed that no further declines are anticipated. "We have heard," he concludes, "of strong associations operating in certain

branches of the furniture industry, of a trust in the glass industry which dominates the situation, and of similar conditions with respect to other important articles included in the household furnishings commodity group."

Ross Manages Butternut Company

The Butternut Veneer Company, a new organization formed a year ago at Butternut, Wis., has placed its new factory in operation under the general management of Theodore Ross, formerly with the Park Falls Lumber Company at Park Falls, Wis. The plant is modern in every respect and buildings and equipment are new throughout. The concern has a large volume of business on its books and looks forward to an uninterrupted run at capacity during the fall and winter months.

Transit Privileges for Plywoods

The Southern Hardwood Traffic Association is in receipt of advices from the Louisville & Nashville Railroad Company that it is willing to establish transit arrangements at Louisville, Ky., on built-up or compound wood when manufactured from logs.

This means that manufacturers of these products can bring in their logs on net instead of gross rates, thus effecting decided savings in freight rates thereon.

C. B. Allen Named to Hoover's Board

Secretary of Commerce Hoover has notified C. B. Allen, of the Allen-Eaton Panel Company of Memphis that he has been selected to represent the "plywood panel industry," on the Hoover Conference Board, which meets monthly in Washington in the interests of American business, according to information received in Chicago on August 19 by M. Wulpi, commissioner of the Plywood Manufacturers' Association. Mr. Allen is first vice-president of the Plywood Manufacturers' Association and a very active member.

“Louisville” Figured Red Gum for Furniture, Interior Paneling, Etc.

Since 1911, “LOUISVILLE” Figured Red Gum Veneers and Plywood have occupied a prominent place among high-grade cabinet woods.

As pioneers in the development and exploitation of Figured Red Gum, we realized the necessity of training our organization to an extraordinary degree—from the tree to the finished product.



Only the choicest trees are cut into “LOUISVILLE” Figured Red Gum Veneers—so manufactured that the best figure is developed.

Our Slicers are not operated for quantity production. They must produce only smooth, tight-cut veneers.

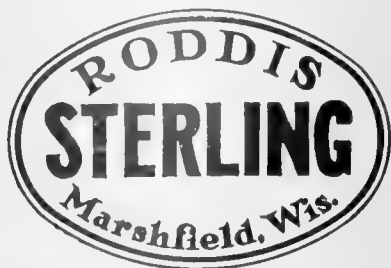
Every detail of manufacture is measured by the standard that will insure full satisfaction to the consumer.

*Large Cutting Just Completed
From Fresh Cut Live Timber.
Choice Selections and
Right Prices Are Assured.
Samples on Request.*

The Louisville Veneer Mills

Nationally Known as “Headquarters” for Figured Red Gum Products

Louisville, Kentucky



RODDIS Heavy Tops

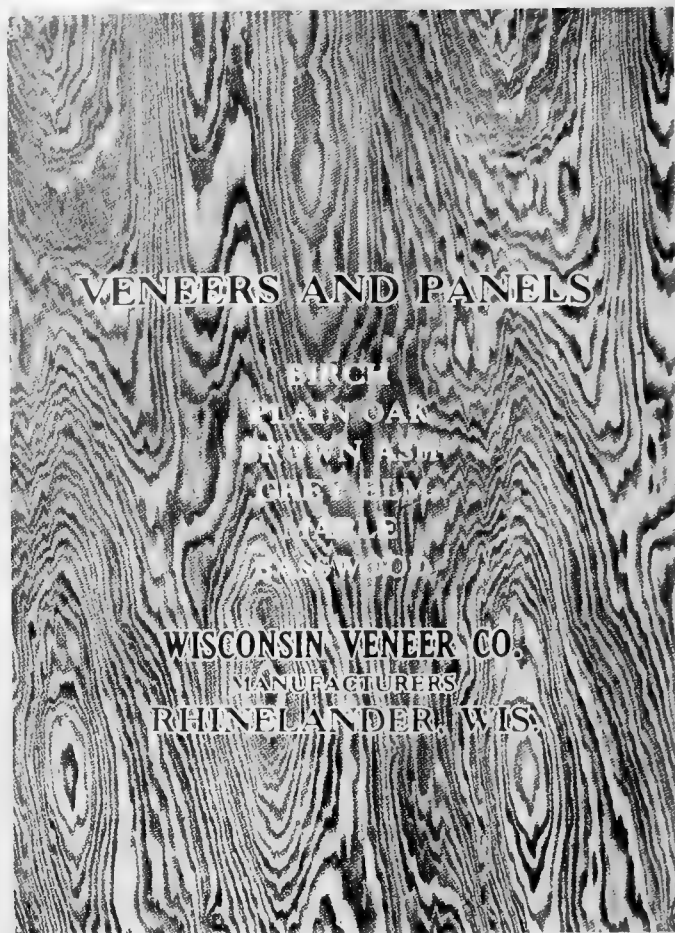
are built right. We can supply the highest quality of desk and case tops in a concealed or exposed cross band, mitred or square corners. This is a specialty with us. We invite your inquiries.

REPRESENTED:

GRAND RAPIDS, MICH. . . . F. K. TINKHAM
CHICAGO, ILL. G. M. PALMER
ROCKFORD, ILL. K. E. KNUTSON

Send us your inquiries

Roddis Lumber & Veneer Co.
27 Years at Marshfield, Wis.



Small Shop Notes

Any one who visits small wood-working shops can not fail to be impressed with the fact that workmen in these places must get along as best they can with the facilities available. Developments and improvements in modern wood-working machines, however, have helped the little fellow as well as the large concerns.

For example, some time ago I visited a small cabinet shop and found two men at work jointing the edge of a 2 x 16-inch x 12-foot piece of redwood, on a little motor-driven bench jointer which takes its power from an electric-light cord. The bench jointer is mounted on a stand to bring it to a convenient working height, and a wood table extension is placed at each end to support long material. This machine, I learned, is used for all kinds of odd jointing and beveling at the shop in question. It is performing not only the work for which it was intended originally, but also a considerable percentage of heavy work. It has enabled the operator of the little shop to "get by" without installing a regular jointer, which would cost more money, take up more room and require more horse-power.

When I dropped into a little one-man furniture shop recently, about the most conspicuous, if not the largest object that came under my gaze was a newly-sanded, oak veneered panel, approximately 32 x 44-inches, lying on trestles in the middle of a littered-up room. The quartered white oak face was well matched and of good figure. Closer examination disclosed that the panel was five-ply and 5/16-inch thick.

The craftsman came forward, and, observing my apparent interest in the panel, said, "How's that for a table top?"

"All right, if it were only thick enough," I replied.

"Well, I'm going to make it thick enough," he declared, and pointed to a poplar frame, clamped up and leaning against the wall near his stove. The frame consisted of two stiles, two end

rails and three or four middle rails, which had been carefully mortised, tenoned and glued together. The net size of the stock used was probably 1 1/8 x 2 1/2 inch.

The old craftsman displayed a knowledge of woods and glue, as he pointed out that the back of his five-ply panel was gum, and that this would glue well to the poplar frame, since the woods were similar in texture and would take glue excellently. He is going to glue the veneered panel to the open poplar frame and then edge-veneer the top thus made, with thin strips of oak veneer. This construction should give a moderately light but very substantial top—one that will stay "put" under all conditions, once that it has been permanently attached to the table.

My friend explained that he had also made flush cabinet doors on this principle, using an open framework for core, facing it with factory-made thin three-ply panel stock and backing it with 3/16 or 1/4 inch single-ply gum veneer. His greatest difficulty, he says, is to obtain the various ply-panels he needs, from local panel and furniture factories. Often these concerns do not have what he wants, in stock, and they will not make up a special size or kind unless an order for at least fifty is given.

In another small shop I found a workman truing up and crowning the face of a wooden pulley, revolving it by hand against a faceplate covered with sandpaper. The pulley was too large to swing in the lathe, so its center hole was fitted to a wood bushing which was clamped in almost vertical position on the lathe bed. Had a flat-face pulley been required, the bushing would have been set absolutely vertical or square with the bed, but a slight tilt was given to it to hold the pulley at a slight angle. Half the pulley face was then ground off while the pulley was tilted one way, and the remaining half was sanded down while it was tilted to the same degree in the opposite direction. This brought the crown in the center of the pulley face.

BY A PRACTICAL WOODWORKER.



WHAT does it mean to you as a buyer to have implicit confidence in the source of your most important raw material supply? For instance, all informed buyers recognize the true superiority of northern grown hardwood lumber and veneers—the product in which we specialize. Big customers stay on our books for years because it is easy for them to determine that we never have cut anything but the genuine northern grown logs in oak, walnut, maple, ash and other major species. The same sincerity maintains with our rotary cut poplar offering. And withal is that correctness of manufacture and honesty of contact with customers that has been the bulwark of this business for over a half century. It will profit you to know us better.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

THE LOG-YARD

piled up with uncut

VENEERS

WALNUT BUTTS • MAHOGANY • LONG WALNUT • BURLS • OAK • POPLAR



Photo by Hughes

MILLS - BALTIMORE, MD.

Sales-Branches:

NEW YORK-759 6th Ave. HIGH POINT
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THE WILLIAMSON VENEER CO.

— Do you need —

THICK WALNUT?

We Have It—5/4 inch to 16/4 inch
ALL F.A.S.

This stock contains a very good proportion of 10" and up wide and is all dry and under enclosed shed.

We offer ample supply of this scarce item and guarantee that it is practically all from the world famous Central Illinois walnut belt where we have been operating for two generations. It is perfectly manufactured and cared for.

Our full supply of all other grades and thicknesses from 4/4" up makes it convenient to ship the thick in mixed cars—a real service under present conditions. With absolutely no walnut logs being put out there is no chance that this supply can be materially increased; and as our stock represents the large part of all that is available in thick walnut, we earnestly advise that you get your share promptly.

LANGTON LUMBER CO.

PEKIN, ILLINOIS

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." But will you not take our word for it?

THE MENGEL COMPANY
INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Company Is Formed to Make New Adhesive

Makers of veneers and of furniture have had their own troubles with the glue problem. Costs were high and heavy losses were incurred from irregularities in quality when the glue was applied.

Messrs. Arthur D. Little, Inc., of Cambridge, Massachusetts, were engaged by The Plywood Manufacturers Association to provide a method of standardizing the conditions so that they might obtain the desired uniformity of application of glue in their processes of manufacture.

In the course of this work they found that they could do much more than they had undertaken to perform as a result of a discovery by Dr. C. K. Reiman, of their staff, who developed a new glue of remarkable adhesiveness, stability, and evenness, and which could be made at a cost which materially reduces the burden of expense to consumers.

The next step was to organize a corporation to manufacture it, which is now in active operation under the technical supervision of the organization that produced it. In other words, they made the invention and then put it through.

The invention is featured in their exhibit at the National Exposition of Chemical Industry in New York.

The factory of the Madden Woodwork Company of Waukesha, Wis., was burned to the ground on July 18. A decision concerning rebuilding is expected momentarily. This will require an entirely new building and practically new machinery throughout.

The Plymouth Furniture Company, Plymouth, Wis., which closed its factory July 1 for inventory, balancing stocks, etc., has resumed operations at about 50 per cent of capacity, which will be increased as business conditions warrant larger production.

"Finest"

1903-1921

TOPS, PANELS AND OTHER PLYWOOD

ALSO

HIGH GRADE FLUSH DOORS

Quality is produced by using the best materials, scientific construction, modern equipment and careful attention to details.

Capacity—Our plant is recognized as one of the biggest of its kind in the country. We are fully equipped to make anything you want in plywood and give you prompt service on your requirements.

Experience—We have been making plywood for many years and careful training has brought the efficiency of our help to the highest standard.

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Holdings. Send us a trial order for a crate or a carload, and we are confident you will forward repeaters without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

Killing Molds on Lumber by Steaming

Molds thrive on the surface of wood when it is moist and warm. In a dry kiln molds often develop on the surface of the lumber to such an extent that they seriously obstruct the circulation of air through the pile. This is such a decided hindrance to successful kiln drying that steps must be taken to prevent the mold growth. Various experiments have been made by the Forest Products Laboratory to find a means of accomplishing this result without injury to the lumber.

The safest method found of stopping the growth of mold on lumber in a kiln is to steam the stock at 170 or 180 degrees for a period not exceeding an hour. This treatment heats the surface of the stock sufficiently to kill the mold, and at the same time the saturated air prevents too rapid surface drying, so that the injurious effects which otherwise would be produced on the wood by such high temperatures are avoided.

Unless it is desired to relieve drying stresses at the same time,

the interior of the stock should be heated as little as possible. Therefore, the steam supply should be sufficient to reach the desired temperature in 25 or 30 minutes. To accomplish this result, plenty of live steam at a pressure of at least 70 pounds gauge must be available. The size of supply line and the number and size of perforations that may be required in the steam jet line will vary with local conditions; it is impossible to make them too large or too numerous, as the quicker the steam is supplied the better the effect.

Care should be taken to see that the stock cools in nearly saturated air. Otherwise the surface will dry too rapidly, and case-hardening difficulties will set in.

How a Veneer Maker Sees Conditions

The following is the manner in which present economic conditions are sized up by the Chicago Veneer Company of Illinois, which issues a monthly market letter over the signature of its president, Benj. W. Lord.

"When a very sick person passes the danger point, it is a great relief although the patient is weak and must be watched with extreme care and recovery is slow and tedious. This is the way we feel about business conditions today.

"The corner has been turned, the worst is over, but all business must be watched and nursed very carefully. Recovery will be very slow and probably not noticeable until after October first. Improvement will be gradual and we do not expect any boom or big business for some time for the reason that the general public has not the money to spend and there is so much unemployment that the purchasing power is greatly reduced.

"There are still a number of sore spots that must be healed, but even these seem to be improving and there is a general feeling of confidence in the attention that has been and is being given to business conditions in Washington."

State Buys Veneer Company's Land

Papers authorizing the purchase of 181 acres of land adjoining Turkey Run State park, owned by the Hoosier Veneer Company, of Indianapolis, Ind., were signed a few days ago by Governor McCray and members of the Senate finance committee and the visiting committee. The additional tract will bring the acreage of the state park to about 469 acres, the park being under the supervision of the state conservation department, of which Richard Lieber is director.

Condemnation proceedings for possession of the land in the Parke Circuit court in 1920 were brought by the state and appraisers were appointed by the court to fix the value of the land. Under the agreement the state is to pay \$9,733.40, or approximately \$55 an acre.

Allen Will Manufacture Disc Wheel

C. B. Allen, president of the Allen-Eaton Panel Company of Memphis has secured a patent on an automobile disc wheel to be made of laminated wood. He will manufacture the wheel in Memphis, but is uncertain yet whether he will do this at the veneer and panel plant of his company or will organize a separate company for that purpose. Mr. Allen also had patented the glue which will be used in manufacturing the new disc wheel.

Progressive and Compartment Dry Kilns Compared

All dry kilns now on the market are either progressive or compartment kilns. In the progressive type the drying conditions increase in severity from one end of the kiln to the other, the material being moved into severer conditions as it dries. In the compartment type the same temperature and humidity prevail throughout the kiln at any one time, beginning with mild conditions and increasing in severity as the material becomes dry.

The kiln-drying data and experience of the Forest Products Laboratory indicate that each type has particular advantages on certain points, as follows:

The progressive type of kiln requires less skill in the operator. It consumes less heat per pound of water evaporated from the wood, but the saving of steam possible should not be considered so important as the question of ability to perform the work required with the best results. The progressive kiln reaches its greatest heat efficiency in drying from the green state and is most useful in circumstances which permit of its being supplied continuously with green lumber of one thickness and class. It is, however, impracticable with this type of kiln to give individual attention to special loads of lumber.

The compartment type of kiln is more flexible and affords greater control over the drying conditions, permitting less change in temperature, humidity, and circulation in the kiln with variations in the wind and weather. It is better adapted to meet the varying requirements of different kinds of material and is most useful where exact and careful drying is required, as in the handling of refractory woods.

Plywood & Veneer

We Make Panels to Your Dimensions in Any Thickness or Wood.

ALSO

Carry Stock Size Panels for 1 and 2 Panel Doors, Wainscoting, Cabinet Work, Drawer Bottoms and Case Backs, for Immediate Shipment.

WRITE FOR COMPLETE PRICE LIST

Birch Veneer

1/20 inch—1/16 inch—1/8 inch

ONE CRATE OR A CARLOAD

GEO. L. WAETJEN & CO.
MILWAUKEE, WISCONSIN

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

*ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS*

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

"CASCO"

WATERPROOF GLUE

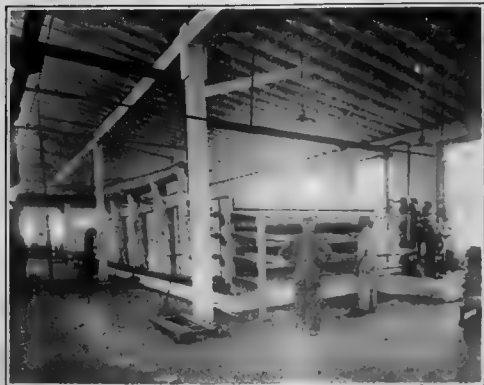
MIXED COLD—USED COLD

Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years
15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



A COE AUTOMATIC ROLLER VENEER DRYER

in operation in the plant of the Breece Manufacturing Company, Portsmouth, Ohio, where the celebrated "Breece Table Top" is made.

They say: "It is indeed a pleasure to watch this Dryer operate."

It is noted for: *Its satisfactory service; Its labor saving; The high quality of its product*

THE COE MANUFACTURING COMPANY
PAINESVILLE, OHIO, U. S. A.

WE BUILD ALL THE MACHINERY FOR A VENEER PLANT



Country Club



Bosse Pool



Outing at Mesker Park



Bosse Field Stadium



Healthful recreation and the elimination of worry makes business a pleasure.

You do not worry over quality, delivery or values when your veneer order is placed with the EVANSVILLE VENEER COMPANY.

We have the stock, the equipment, the permanent organization, the reputation and the financial worth that guarantees satisfaction.

EVANSVILLE VENEER LINE

Quartered Oak
Sliced Walnut
Figured Red Gum
Plain White Oak
Rotary Cut Gum

THE

Evansville Veneer Co.

MANUFACTURERS OF

VENEERS.

EVANSVILLE, IND.

(Continued from page 34)

shown the courtesy of receiving these inquiries, but the best they can do is to groan.

As a result of sales for the past several weeks, consisting almost entirely of upper grades, all of the mills which have been operating find themselves loaded down with lower grades, for which there is no demand. There have been some few sales made at the lowest *i. e. h.* price in years. The inability of the mills to dispose of this class of material has discouraged others from starting operations. They point out that the margin on upper grades is low enough, and if they are compelled to keep the low grades in their yards they can't make costs.

There has been an increase in the number of inquiries, but there has been practically no change in the number of orders placed and they are obviously for immediate shipment. In contrast to this generally discouraging situation, orders are exceeding production and this is bound to have a favorable reaction sooner or later. Mills that are down now have been closed long enough to insure this a permanent condition until there is a revival in both price and demand. This improved condition must also reach the lower grades before the situation will be satisfactory to manufacturers.

Prospective lower freight rates have served to keep buyers out of the market, and this has also had its effect upon the mills. This was partially realized on August 19 when reductions in rates to Oklahoma, Kansas, Nebraska and Iowa were announced. These reductions ranged from 2 per cent to 16 per cent, which will help southwestern mills that much in competing with other sections.

CLEVELAND

Little change in the hardwood situation can be noted in the last fortnight in this market. Something of a spurt has been given to interior finish demand, including oak and maple flooring, in the last week or ten days, inspired by the nearing of completion of the housing that has been built during the early part of the season. But big business still is almost skin to the well known hen's teeth. Such hardwood distributors who have been concentrating upon the manufacturing industries for outlet for the better grades of material, report that there is nothing to show immediate or extensive revival in that direction. The big bulk of business in this connection must come from the automobile and allied industries, and these advise that their active season is over for this year, and will withhold active material purchases for the time being. There seems to be little question but what business could be done in this direction if hardwood distributors were able to cut prices considerably, but most members of the trade in this market assert that as far as present holdings are concerned, and they are still fairly liberal, further cuts are not likely. Before the active building season is over for this year it is expected that supplies of hardwoods for interior trim will be quite absorbed, and with the incoming of new material at prices which already appear to be lower at producing points a probable readjustment of figures locally may be seen. In the face of not too favorable conditions at the moment the market can be said to be holding its own fairly well.

BALTIMORE

Conditions in the hardwood trade here show no decided changes either for the better or for the worse. The business reflects the state of affairs to be observed in many other activities, with signs of improvement visible from time to time, always being followed by a relapse to the previous quiet. When members of the trade think that the corner has actually been turned something is apt to occur that will upset calculations and make one feel that little or nothing has been gained. The calls for hardwoods fluctuate, orders coming in with a measure of freedom some days and slumping on others. Furthermore, it looks as if each separate transaction is governed by circumstances peculiar to itself and stands in no relation whatever to what may have gone before. It is this that makes calculation so difficult and leaves the producers not less than the dealers pretty much at sea. A great deal depends upon the situation the buyer or the seller may find himself in. If a buyer needs the money and must have it, he will naturally entertain suggestions of concessions; but if, on the other hand, he has no pressing financial requirements he is apt to turn down the price offered, and, in some instances, get what he asks, while in others the deal may be off, but the seller still holds his lumber to try again. This is responsible for the rather wide fluctuations that prevail in the trade, and that make price lists to a large extent useless. The feeling prevails, however, that the worst is over and that at least the basic conditions, such as credits, are more promising and are certain to bring out business of a satisfactory character later.

COLUMBUS

There is a fairly steady demand for hardwoods in Columbus and central Ohio territory. This is shown by the steady run of business being booked for dealers. Retailers are selling considerable stocks and are coming into

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING
DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

4 1/2" No. 2 & Better	12 months dry
6 1/2" No. 2 & Better	12 months dry
8 1/2" No. 2 & Better, largely No. 1	12 months dry
10 1/2" No. 1 & Better	8 months dry
12 1/2" No. 1 & Better	12 months dry
14 1/2" No. 1 & Better	6 months dry
16 1/2" No. 3	12 months dry
18 1/2" No. 3	10 months dry

WIRE, PHONE OR WRITE FOR PRICES
MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

A Few Bargains in Dry Hardwoods offered by Wheeler-Timlin Lumber Co.

Regular Widths and Lengths

ROCK ELM	
1" (4 1/4") No. 2 & Better, 6 to 18 mos. dry	3 cars
1 1/2" (6 1/4") No. 2 & Better, 6 to 18 mos. dry	5 cars
SOFT MAPLE	
1" No. 2 & Better, 6 to 18 mos. dry	4 cars
1 1/2" No. 2 & Better, 6 to 18 mos. dry	1 car
HARD MAPLE	
1 1/2" No. 2 & Better, 6 to 18 mos. dry	10 cars
2" No. 2 & Better, 6 to 18 mos. dry	4 cars
3" No. 2 & Better, 4 mos. dry	4 cars
1 1/2" No. 3, 18 mos. dry	10 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

HARDWOODS FLOORING
BOX SHOOKS

LUMBER

ALL GRADES GUARANTEED

MOUNT-GEARHART

INCORPORATED

YARD:
JOHNSON CITY
TENNESSEE

OFFICE
ESSEX BUILDING
NEWARK, N. J.

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring

ALL GRADES AND THICKNESSES

MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

The sign to follow
for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

to replenish their stocks. The tone of the market is considerably improved and it is believed that the worst of the slump is over.

Retail stocks, especially in city sections, are not large. Building operations are holding up fairly well and many of the building projects have been advanced to a point where interior finish and other hardwoods are needed. In some instances retail stocks are rather badly broken.

Furniture and furniture makers have placed a large number of inquiries for hardwoods, but so far orders have been limited. Considerable business from that source is anticipated during September. Box factories are buying low grade stock rather steadily. Other factories are going slow in placing orders. Prices are steady at former levels. There is not nearly the spread that characterized the price list earlier in the summer. Much of the material so far has been disposed of.

CINCINNATI

Business was better the last two weeks and though it was not by any means brisk a more hopeful feeling seems to prevail, many of the dealers are inclined to believe that the worst is over; at least all signs seem to point that way. The volume of inquiries was larger and quite a number of them were from large consumers, furniture and automobile manufacturers, which leads to belief that their stocks are low and that they are almost ready to replenish for the fall and winter business. Sales were not large, but they were more numerous and for somewhat greater quantities. First and seconds of #1 white and red oak, red gum, ash and poplar were in most active demand and prices for these were firm at previous quotations. There was also a little better demand for the lower grades of hardwoods, especially sap gum, but the prices for them were not uniform nor especially strong. There has been a slight let-up in the flooring business. Building operations are not as brisk as they were in the forepart of last month, and this may be responsible for the falling off. Some dealers report a scarcity of upper grades, but it is the unanimous opinion of the hardwood lumbermen that there is enough stock on hand to accommodate any unexpected spurt in the demand. Some of the concerns here who are engaged in the export business take a more favorable view of the outlook abroad because of the buyers' refusal to place orders has resulted in a depletion of stocks and a positive scarcity is said to prevail. The retail yards report a slight increase in demand and a large increase in inquiries for fall building. The interior trim and flooring mills are working at capacity for the most part in an effort to clean up present orders and get in shape for the fall business.

INDIANAPOLIS

With the exception that inquiries from the furniture industries are becoming more numerous, little change can be seen in the market here. The demand from the industrial continues to be rather dull and outside the furniture inquiries there is little that would offer encouragement. The box manufacturers report a slight slump in business as compared with the month previous and manufacturers of interior trim, doors and sash say orders are not so numerous, though they are looking for a good fall business and the mills are working at full time yet. Prices are staple, with uppers much stronger than common. The railroads are buying some, though the volume is small as compared with normal. Among the railroads here the large part of the activity is being confined to repairing bad order cars in preparation for a revival of business in the fall. It is estimated that in this particular branch of railroad activity the volume of this work being done is the greatest since the roads were taken over by the government. Retail yards report a slump in demand, but are looking for a good fall business.

EVANSVILLE

There has not been much improvement in trade with the hardwood lumber manufacturers of Evansville and southern Indiana during the past month or six weeks, but the manufacturers continue to look on the bright side of the trade picture and believe that it is but a question of time until trade shows a decided picking up. Some of the manufacturers say that the first or middle of September ought to see some improvement in trade and that while they are not looking for anything like a boom in business that they do believe things will get a whole lot better. Collections are holding their own very well and general business conditions in Evansville, as well as the other towns and cities in southern Indiana, southern Illinois and western and northern Kentucky, have gradually improved.

MEMPHIS

It is very difficult to gain a clear idea of the hardwood situation in Memphis at the present time for the reason that different members of the trade differ so radically as to current business. It is generally conceded that demand is not at all aggressive, and it is likewise conceded that prices are along a pretty low level, even for the higher grades, which are relatively very scarce. Some assert that business is poorer than it has been for a number of weeks, while others say they are finding larger outlets

for their holdings. Others report that inquiries are broadening and that the outlook is much better, while still others contend that business is not expanding as rapidly as has been expected, and that there is nothing particularly encouraging in the immediate outlook.

Flooring interests are not buying very freely. They stopped active purchase of Nos. 1 and 2 common several weeks ago and have been taking very little since. But one prominent Memphis lumberman, who is interested in the manufacture of both hardwood lumber and hardwood flooring, insists that manufacturers of the latter south of the Ohio river are consuming approximately 1,000,000 feet a day, that they will have to enter the market in the very near future, and that they will have to buy actively to provide for their needs for the next seven or eight months, which he places at approximately 200,000,000 feet. He reports that the firm with which he is connected has done twice as much business during the current month as during the month of July, and that its business, on a footage basis, is as large as at the corresponding time last year. He believes the building era now well started in this country will continue for a very long while, and he points out that the most modest homes must now be equipped with hardwood flooring.

Furniture interests are not buying actively, at least directly. It is pointed out, however, that furniture manufacturers are taking the rather adroit route of making purchases through wholesale distributors as a means of concealing their wants from manufacturers. A number of important inquiries have been received in this center during the past fortnight from wholesale interests conveniently located with respect to furniture plants and manufacturers of lumber who are in receipt of these inquiries accept them as proof positive that furniture interests are getting into the market in a rather larger way. There is quite a fair amount of business with wholesale distributors, and this is regarded as quite encouraging.

There is a fair demand for ash and elm, and in some instances for thick quartered sawn red gum from automobile manufacturers, but demand from this source is not as large, as the trade anticipated in the light of the more encouraging reports received from the automobile industry. It is pointed out that there is a very large quantity of stock cut, especially for the automobile trade, which is having to be carried for the reason that it is, apparently, not wanted under present conditions.

Box manufacturers are doing a better business and are in the market in a larger way for Nos. 1, 2 and 3 common lumber, used in the manufacture of wooden containers. Some members of the trade report substantial improvement in the demand from this source.

There is also a better demand for hardwoods from overseas. No large business has been booked as yet, but there are more inquiries and the outlook for larger exports of lumber is considered more encouraging. At least one inquiry for a rather large quantity of hardwood lumber has been received from South America.

"I regard the hardwood market as working into the soundest fundamental position it has occupied for some years," said a well known manufacturer today. "I must admit that stocks are pretty large, but the flat statement that stocks are large needs qualification. There is a considerable quantity of lumber for which there is no present demand, special stock cut for special purposes. But this is not true of many other items. Plain oak occupies a strong position today for the reason that stocks are already very much broken, and for the additional reason that, with a big prospective demand from flooring manufacturers, very little, relatively speaking, is being produced. There is no large supply of red gum in firsts and seconds or in No. 1 common, and I doubt if there are more than 1,000,000 feet of firsts and seconds quartered white oak available in the entire Memphis market. There is a shortage of firsts and seconds in virtually all items, and very little firsts and seconds is being produced under present non-operation of the vast majority of the mills in the South.

"I believe that a very substantial improvement in the hardwood market would follow any revival of importance in buying."

NEW ORLEANS

Though a few minor reductions have been made recently on the lower grades and production still shows no increase, the number of inquiries for several kinds and grades of hardwood products increased very noticeably and the hardwood market for the Louisiana and Mississippi territory, taken as a whole, shows a most gratifying improvement within the past fortnight.

The bulk of the increase of inquiries has been coming in principally from wholesalers throughout the North and East, chiefly Philadelphia and New York and other big centers in those two states, and from the local market, which is at last beginning to show some real signs of life. Though Mexico continues to be a back number, having fallen from the position of a big consumer as a result of the difficulty over the question of tax on the importation into this country of Mexican petroleum several weeks ago, the export movement as a whole has been quickened to an appreciable extent and hardwood products are moving into Cuba, Spain and elsewhere with considerably more impetus.

The automobile manufacturers remain inactive still, but this is probably more than offset by an improvement in the demand from furniture manufacturers, who have been buying somewhat more liberally within the past two weeks.

Among the items showing the most popularity at the present time may

BEDNA YOUNG Lumber Company

Jackson, Tennessee

Sales Office, Indianapolis, Ind.
610 Lombard Building

Manufacturers of

Quartered White Oak Quartered Red Oak and Other Hardwoods

When in the market for

High Grade Lumber

please let us have your enquiries.

FOR SALE

Southern Hardwoods

OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.

JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
ING, OAK, ASH, CYPRESS AND GUM LUMBER

Quick Shipment!

4/4" or 5/4" No. 1 Com. & Sel. Sap Gum.....10 cars
4/4" or 5/4" No. 2 Com. Sap. Gum.....10 cars
4/4" No. 1 and No. 2 Com. Cypress.....10 cars
4/4" No. 1 and No. 2 Com. Cottonwood....10 cars
8/4"-10/4"-12/4" Tough White Ash..... 8 cars
4/4" No. 1 Com. & Sel. Pl. White Oak.... 5 cars
4/4" No. 1 Com. & Sel. Pl. Red Oak..... 5 cars

Above stock is all band sawn, bone dry, quality lumber. Can
surface and resaw. Quotations by wire.

Chapman & Dewey Lumber Co.

MANUFACTURERS

MARKED TREE, ARK.

KANSAS CITY, MO.

Care All the Way Through

For years this firm has operated on a solid basis of conservatism. Care has characterized its every department. In log selection only the best is accepted; in manufacturing, quality outweighs quantity.

Soft textured oak ideal for good furniture, splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore make available to any line of woodworking a thoroughly reliable source of raw material.

Quick shipment, domestic or export, straight or mixed cars, all N. H. L. A. grades.

Try Stimson the Next Time

J. V. Stimson & Co.

Manufacturers of Fine Hardwoods

OWENSBORO

KENTUCKY

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 FAS	40,000'
4/4 Selects	20,000'
4/4 No. 1 Common	80,000'
4/4 No. 1 Com. & Btr.	50,000'
4/4 No. 2 Common	100,000'
5/4 FAS	30,000'
5/4 Selects	65,000'
5/4 No. 1 Common	50,000'
5/4 No. 2 Common	150,000'
8/4 No. 1 Com. & Btr	40,000'

SOFT ELM

4/4 No. 2 Com. & Btr.	75,000'
6/4 No. 2 Com. & Btr.	90,000'
8/4 No. 2 Com. & Btr.	20,000'

ASH

4/4 No. 2 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	25,000'

HARD MAPLE

4/4 6" and wider, 8" and longer	No. 1 Com. & Btr.	75,000'
5/4 No. 1 Com. & Btr.		200,000'
5/4 No. 2 Common		200,000'
6/4 No. 1 Com. & Btr.		70,000'
6/4 No. 2 Common		150,000'
8/4 No. 2 Com. & Btr.		200,000'
10/4 No. 1 Com. & Btr.		60,000'
12/4 No. 1 Com. & Btr.		30,000'

SOFT MAPLE

4/4 No. 2 Com. & Btr.	150,000'
6/4 No. 2 Com. & Btr.	14,000'
8/4 No. 1 Com. & Btr.	40,000'

BASSWOOD

4/4 No. 1 Com. & Btr.	200,000'
4/4 No. 2 Common	100,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

... No. 1 common and better red gum, sap gum and some oak, second and second quartered gum also is being purchased.

There remains but little demand for the lower grades. There are large stocks of these grades in many quarters and the fact that much of it is of lower grades of deteriorating has induced the manufacturers and wholesalers to make further sacrifices on this quality of their products. The freight rates out of this territory are another important factor, which forces the hardwood people of New Orleans and vicinity to dispose of the lower grades of hardwood at almost sacrificial prices.

LOUISVILLE

The situation is much better and the local hardwood men are more optimistic than they have been in weeks past. Many inquiries are being made, a fair volume of orders accepted, and movement is steadily getting back toward a more normal level. Some interests report that there is still too much cheap lumber, and that some buyers have set prices at which they will buy if lumber is offered them. In some cases they have set a level that is \$6 to \$10 a thousand under the general market, and are buying stock that they are in no material need of, but which they figure is worth buying at under the market.

Demand has been fairly keen on black walnut, which today is outselling mahogany in price, and which isn't any too plentiful. Good quartered white oak, plain oak, poplar, gum and red gum are all moving fairly well as compared with previous movement. There is some little export business, but the bulk of business is on domestic shipments, principally to furniture and woodworking industries. Jobbers are buying a little stuff for reshipment, but are not stocking much yard stock, except a little stuff bought from country mills as well below the market and rehandled, sorted, graded, etc.

MILWAUKEE

Improvement, although it is slight, is reported generally by the hardwood producing industries of the North. A better demand is appearing, due to the practical exhaustion of stocks in woodworking industries of all kinds, which makes replenishment imperative. Buying, however, is largely of a hand-to-mouth character, and orders are individually small and specify quick shipment. A fair aggregate is represented by bookings. The demand has been of a consumptive character for a long time and the encouraging feature of the present market is that orders, while small, are being placed with greater frequency.

Sawmills generally have finished the summer run and are closing down for repairs, overhauling and balancing of stocks. Planing mills, however, are being kept in operation. Mill yards are well stocked and sufficient to keep planing mills supplied for a considerable period ahead. Current orders are of such a nature and aggregate volume that finishing mills probably will be in production through the remainder of the summer and the fall months.

Construction of buildings in Milwaukee is forging ahead and while limited mainly to dwellings, a fair requirement of hardwood flooring is appearing every day. Retail stocks are very low and need frequent replenishment. A number of large apartment houses are under construction, taking some hardwood trim.

Industrial demands are slowly increasing. Furniture factories are again in the market, although not to a large extent. Musical instrument manufacturers are buying sparingly. Box and crating stock makers find business a little better than since spring. Railroads are taking some stock, but requirements are as yet light, with the prospect, however, of some healthy buying when financing through governmental assistance becomes a fact.

Prices are gradually becoming stiffer, especially on the top grades, which are relatively scarce. Some dealers say medium and low quality stuff is firmer, as the surplus of these is steadily being reduced.

TORONTO

Hardwood lumber dealers and mills are somewhat cheered by slightly better business. A fair amount of business is developing, and although the volume as yet is not large, prospects are considered as fairly bright. Elm and basswood has been moving a little more freely and indicate an era of better business. A number of Ontario firms have received considerable business in these lines, elm being used by implement dealers and basswood by furniture men for kitchen table tops. Birch is also in a little better demand, and thick ends, firsts and seconds in birch are also being subjected to considerable inquiry from the United States. Hemlock is down. One Ontario mill is stated to have sold three million feet a few days ago at less than half the figure obtained for that line of wood last season. In the opinion of many the sale will not net the firm cost. Markets are being sought by other producers, and it is the general opinion that unless there is a change in the market the hemlock cut next season will be very small. Generally speaking stocks in most of the retail lumber yards have been allowed to run down and most of them are low. No one is inclined to order beyond immediate requirements and stocking up is an unknown procedure at the present time.

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Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYEES WANTED

WANTED

Superintendent for Box Factory making hardwood box shooks, in Arkansas. Applicant must be capable of superintending entire operation. Address Box 780, care HARDWOOD RECORD.

WANTED

Experienced yard superintendent. Must be a first class inspector with executive ability, sober and industrious. State age, experience, references and salary wanted in first letter. JOHN I. SHAFER HARDWOOD COMPANY, South Bend, Ind.

MOULDER MEN

Superintendents, foremen and others interested in the efficient handling of the moulder, send for circular on the new book, "Machine Molder Practice," the only work of its kind on record. PRACTICAL BOOKS CO., Box 372, Indianapolis, Ind.

WANTED

General Manager for hardwood operation, one who is familiar with lumber in mountain districts of West Virginia. Must be capable of selling the output and take full charge. Mill is band and band re-saw. State experience and terms. Address Box 778, care Hardwood Record.

EMPLOYMENT WANTED

POSITION AS BAND SAW FILER

Large mill preferred. Will also consider planing mill job in good town. J. S. FIELDS, Pickens, W. Va.

GENERAL EXECUTIVE

Experienced in sales, production and accounting, at present with large plywood and veneer plant, wishes new connection. Address Box 790, care Hardwood Record.

VENEERS FOR SALE

FOR SALE

75,000 ft. 1/8-inch Rotary cut veneer, log run; want best offer. Can make immediate shipment. WM. F. JOHNSON LUMBER CO., Indianapolis, Ind.

CLICK'S VENEER TABLES

A practical, indispensable book for use by all veneer manufacturers and users. Tables cover all inches and fractions from 1/16 inch to 1/4 inch in convenient supplemental tables, printed clearly on white bond paper and strongly bound in red leather. Price postpaid, \$7.50.

TIMBER FOR SALE

FOR SALE

50,000,000 feet of virgin pine and white oak. On railroad and near navigation; southeast Texas. Address 1604 Congress Avenue, Austin, Texas.

TRACT OF NICE GROWING TIMBER

Good investment, can manufacture from three to five million feet pine at present, 1,698 acres. All in growing timber except about 100 acres. Accessible to Virginian or Atlantic Coast Line R. R. Price \$50,000. Write BATTE & BROWDER, Jarratt, Va.

AMERICAN FOREST TREES

This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$5.00. For those who send in their order now, accompanied by check, we will make a special price of \$4.00.

FOR SALE

Wish to close a partnership, therefore offer at a bargain about 100 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. Location is such that shipments can be made to any point on the Great Lakes for not to exceed over \$6 per M. Address Jno. C. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

A GREAT OPPORTUNITY

For operating now. All water transportation. Good harbors on the land. We offer for sale cheap on easy terms a large tract of Hardwood timber land, embracing mahogany, Spanish cedar and other valuable hardwood. Also large quantities of railroad ties and telegraph and telephone poles. There is a good demand now in Cuba for railroad ties at \$1.70 per tie. There are railroad ties enough on this property to more than pay for it. This tract is located on the Isle of Pines.

For further particulars, address the
INTERNATIONAL LUMBER & SUPPLY
COMPANY,
609 Merchants Bank Building,
St. Paul, Minn.

LARGE HARDWOOD TIMBER TRACT

"THE BEST QUALITY, LARGEST BODY
AND FINEST TRACT OF HARD-
WOOD TIMBER LAND IN THE
UNITED STATES TODAY."

This, in brief, is the opinion of one of the foremost lumbermen in the country who has been over and examined the property. Located in one of the Southern-eastern States, very convenient to transportation and the markets, containing in excess of 80,000 acres and cruising approximately 850,000,000 feet of the highest grades of Hardwood timber. Trees on this property from five to eight feet in diameter are common and the quality is excellent. There is also some equipment, mill, bunk houses, etc., etc., which are included with the sale. Amount originally invested in this tract was in excess of \$3,500,000 and it has been carried on the books of the company at \$8,000,000. It can now be purchased for less than two-thirds of the original investment and is probably the last opportunity to secure a fine hardwood tract east of the Mississippi River and greatly underpriced.

Particulars will be given to interested prospective purchasers only. Cruise maps and pictures are available. Address all inquiries to
CARL R. HARRISON,

Care of the Cleveland Trust Company,
Cleveland, Ohio.

LUMBER WANTED

WANTED

5 cars 2" No. 1 C. Red Gum.
10 cars 2" and 2 1/2" Red Gum Squares, 19 and 38" long, either green or dry. T. J. FINCH & BRO., Thomasville, N. C.

CAR OAK

Commission man selling Railroads and car builders in Chicago district wishes to communicate with mill or wholesaler who can furnish Car Oak in quantities. Address Box 793, care HARDWOOD RECORD.

WANTED

3 to 4 cars
1" to 2" Log Run Walnut
Buffalo Hardwood Lumber Co.,
940 Seneca St.,
Buffalo, N. Y.

WANT

To contract with reliable sawmills for about 50 carloads good grade of fresh sawn OAK PLANKS, 2" thick, 6 to 10" wide, 8 to 10 ft. long.

Address "GOODWOOD," care HARDWOOD RECORD.

BASSWOOD LUMBER WANTED

1 Car 1", 1s & 2s, 12', 10" 10'.
8,000' 2", 1s & 2s, 12 & 14'.
4,000 5 4" & 6 4", 1s & 2s, 12'.

Quote F. O. B. New York City; these lengths to be accumulated and shipped the end of September.

Address Box No. 791, care HARDWOOD RECORD.

WANTED—WALNUT LUMBER

Will buy at right price 2" and 2 1/2" thick log run Walnut from good logs; also No. 2 common and better Walnut 8 1/4" and 2 1/2"; also Walnut shorts and clear dimension. Must be fairly dry. Quote delivered Philadelphia, giving full description of stock.

J. RICHARD JACKSON & BRO.,
Sixteenth and Chestnut Sts.,
PHILADELPHIA, PA.

WANTED FOR PROMPT SHIPMENT

Two cars 5/8" No. 1 Common Plain Sap Gum,
3 cars 4/4" No. 1 Common & Better Quartered Red Gum, sap no defect. Quote best price f. o. b. Indianapolis, Indiana rate, describing stock thoroughly.

THE PURDY LUMBER CO., Inc.,
807 Second National Bank Bldg.,
CINCINNATI, OHIO.

BUSINESS OPPORTUNITIES

WANTED

To represent Wholesalers and Consumers of Hardwood lumber on Commission. Am acquainted with all leading manufacturers in the South. Can get well manufactured lumber and prompt shipments. Give me a chance and let me prove what I can do. Address E. H. Stockamp, 640 S. Lauderdale Street, Memphis, Tenn.

HARDWOOD FLOORING, THE ONE BRIGHT SPOT IN LUMBER TODAY

Because of impaired eyesight, the owner of the best small hardwood flooring plant wants a thoroughly practical, experienced man with some capital to operate same. Owner will sell or lease or retain interest and buy entire product. Plant located on R. R. in largest hardwood market. Product has reputation established for quarter century. Plenty room to increase business. \$5,000 to \$10,000 required.

Address "FLOORS," care HARDWOOD RECORD.

LUMBER FOR SALE**CAR OAK**

Commission man selling Railroads and car builders in Chicago district wishes to communicate with mill or wholesaler who can furnish Car Oak in quantities. Address Box 792, care HARDWOOD RECORD.

FOR SALE—HARD MAPLE

Three cars 2 1/2" 1st and 2nds. Exceptionally fine dry band sawn stock. Can ship immediately at attractive price. HUNTINGTON & FINKE CO., Buffalo, N. Y.

SEASONING OF WOOD

A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties. Price Postpaid, \$5.00.

FOR SALE—CRATING STOCK

Hardwood, Pine or Hemlock, cut to your sizes, rough or dressed. Also have crating lumber, all kinds and thicknesses. Immediate shipment, low prices. HUNTINGTON & FINKE CO., Buffalo, N. Y.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

FOR SALE

5 cars 4/4 Sound Wormy Oak No. 1 Common and Better worm holes no defect, 40% FAS.
10 cars 7x9 Red and White Oak Switch Ties, random lengths from 10 to 20' largely 14 and 16' lengths.
2 cars 4/4 No. 1 common Red Gum.
1 car 4/4 FAS Red Oak.
5 cars 4/4 No. 1 common Red Oak.
10 cars 4/4 No. 2 common Sap Gum.
INGRAM-DAY LUMBER CO., Lyman, Miss.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

MACHINERY WANTED**WANTED**

100" veneer clipper and chain table. Address Box 789, care Hardwood Record.

WANTED FOR CASH

1 Self-feed Rip Saw.
1 58" or 60" Circular Saw.
State diameter and gage, inserted or solid tooth, also make and dimensions of rip saw table and price.
CRAWFORDSVILLE SAWMILL COMPANY, Crawfordsville, Ind.

MACHINERY FOR SALE**FOR SALE**

A new Mitts & Merrill Chipper & Shredder. For price and specifications, address BAYLESS MANUFACTURING CORPORATION, Austin, Penna.

MOTOR FOR SALE

One Westinghouse d. c., style S. K., constant speed, shunt-wound, 10-h.p., 230 volt, 37.5 amps., 1,150-r.p.m. temp. 40, like new. Price \$200.00. M. F. RAMAGE PLG. MILL, Little River, Kans.

FOR SALE

One Trevor 8' short log saw mill. Never been run. Complete with two 50" inserted tooth saws; price, \$350.00, F. O. B. Portland, Ore. Write us order.

NOBLE MACHINE COMPANY, Ft. Wayne, Ind.

FOR SALE

2—42-ton Shay Geared Lima Locomotives.
21—No. 2, 30,000 capacity, Russell Logging Cars.

1—McGiffert Combination Skidder and Loader.
All above 36" gauge.

1—7' Iron Frame Garland Vertical Band Resaw.

1—Smith & Vaile Steam Fire Pump.
1—15 K. W. DC. Electric Generator.
THE CADILLAC HANDLE COMPANY,
Cadillac, Mich.

MISCELLANEOUS**WANTED**

20 tons good Relaying Rails, preferably 65#. Address John I. Shafer Hardwood Co., South Bend, Ind.

LUMBER COMMISSION

Lists solicited of stocks, hardwood lumber with prices which I can offer to my trade. I sell on commission. Dimension stock and vehicle stock are specialties. ALFRED P. BUCKLEY, 100 Parkway Bldg., Philadelphia, Pa.

HAVE STORAGE SPACE

For lumber. Can be reshipped into Canada and the East on through billing rates for 12 ft. space, \$6.00 per month or fraction of month. Space will take care of 18,000 to 27,000 ft. Unloading, measuring and inspection extra. GEO. I. McCURE, Clark-Palmer Aves. at M. C. R. R., Detroit, Mich.

CUT-DOWNS

In the manufacture of cheese boxes we accumulate a lot of 1/6" birch, bass and elm cut-downs. Would like to get in touch with some user of this class of material. Would prefer steady user. Write us giving list of your requirements. Address KIEL WOODEN WARE COMPANY, Kiel, Wisconsin.

LOGGING EQUIPMENT for SALE**FOR SALE—LOCOMOTIVES**

24", 36" and Standard Gauge; 5 to 100 tons in weight; rod and geared:

FOR ALL CLASSES OF SERVICE
REBUILT IN OUR SHOPS, FIRST CLASS
CONDITION; IMMEDIATE SHIPMENT
FROM STOCK.

CARS, CRANES, ETC.
SOUTHERN IRON & EQUIPMENT CO.
ATLANTA, GA.

LOGS WANTED**WANTED LOGS**

All kinds. Write for further particulars to G. ELIAS & BRO., Inc., Buffalo, N. Y.

WANTED

Soft yellow poplar veneer logs 18" and up, preferably northern grown for cash. Send description and price. Address Box 788, care Hardwood Record.

TIMBER LANDS WANTED**WANT—TIMBERLANDS AND INCOME PROPERTIES**

Any size, anywhere. Write Chas. A. Philidius, 510 East 120th St., New York.

DIMENSION STOCK FOR SALE**WANTED**

Orders for White Oak and Hickory wagon stock.
Address ACME BOX COMPANY, Omaha, Neb.

FOR SALE—HARDWOOD DIMENSION

Prefer sizes 1" thick and 2" thick. Can rip air dry lumber, any width or length. Will quote very close prices.
HUNTINGTON & FINKE CO., Buffalo, N. Y.

FOR SALE

1 car No. 1 Oak Felloes—2"x2 3/4"—3' 8".
1 car No. 1 Oak Felloes—3 1/2"x3"—3' 4".
1 car No. 1 Oak Felloes—4 1/4"x3"—3' 4".
2 cars No. 1 Oak Bolsters—3 1/2"x4 1/2"—4' 2".
2 cars No. 1 Oak Bolsters—4"x5"—4' 2".
E. YOCOM LUMBER CO., Stilwell, Oklahoma

TALLY BOOKS

The Hardwood Record has been concentrating on the perfection of a tally book suitable to the most exacting demands of the trade. We are prepared to supply these books, both as to cover and tickets, doing such printing as is necessary to make a complete job. The tickets may be had in duplicate and triplicate, printed on waterproof paper, etc.

Prices on any specific job made on request.

LOGS FOR SALE**MAHOGANY LOGS**

Can deliver 500,000 feet per month No. 1 Mahogany Logs at \$65.00 per M, any Gulf port. For particulars address "MAHOGANY," care HARDWOOD RECORD, Chicago, Ill.

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For sale. Lumber, Selected Stumps and Prime Veneer Logs.

WESTGATE WALNUT COMPANY,
Aurora, Ill.

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30,000 feet 2x6 1/2 Hard Maple clear stock. What have you to offer? Address Box 786, care the HARDWOOD RECORD.

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FOR SALE

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Plant with planer, re-saw, rip-saw, motor, etc., all in running order. Opportunity for practical mill man. Good lease on Railway siding. Also convenient for city delivery. Small payment will secure the whole thing. W. C. LAM, Box 1143, Norfolk, Va.

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BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

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for

Hardwoods and White Pine

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Over 2000 wood tanks
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Write or Wire for Right Prices on the following

4/4-16/4" Ash	8/4" Select & Better
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1" FAS. Band Sawn	4/4" No. 1 Com., 1x10"
1" Log Run, 75% No. 1&B.	60% 14' & 16'
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Anything in Fir, Spruce or Yellow Pine

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WOOD BROKERS & AGENTS

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good widths & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 8/4 & 12/4", reg. widths & lgths., 6 mos. dry. BARR-HOLLAIDAY LBR. CO., Greenfield, O.

NO. 1 & BTR., brown, 8/4", std. widths & lgths., 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

COM. & BTR., white, 4/4-12/4", reg. widths & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4"; NO. 1 & 2 C., 4/4". DUGAN LUMBER CO., Memphis, Tenn.

NO. 1 C., white, 4/4"; NO. 1 C., black, 4/4". G. ELIAS & BRO., Buffalo, N. Y.

COM. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4-16/4". H. A. HOOVER, So. Bend, Ind.

ALL GRADES, 5/8-16/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 COM. & BTR., 4/4"; NO. 3 C., 4/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 1 C. & BTR., 4/4-12/4", reg. lgth., dry. HARRY H. MAUS, So. Bend, Ind.

NO. 1 C. & BTR., Northern & Southern stock, 4/4-16/4", reg. widths & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

COM. & BTR., 8/4, 10/4, 12/4, 16/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. widths & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4, 10/4, 12/4, 14/4", reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. widths & lgths., 6 to 8 mos. dry; NO. 1 C., 4/4-12/4", reg. widths & lgths., 6 to 8 mos. dry; NO. 2 C., 4/4-8/4", reg. widths & lgths., 6 to 8 mos. dry.

FAS, 4/4, 5/4, 6/4", reg. widths & lgths., 6-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., white, 4/4-16/4", reg. widths, std. lgths., 1-2 yrs. dry, northern, good texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good widths & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4 & 5/4", reg. widths & lgths., 1 yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. widths & lgths., yr. dry, full log run. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4, 5/4, 8/4". JACKSON & TINDLE CO., Grand Rapids, Mich.

FAS, 4/4"; SEL. & NO. 1 C., 4/4"; NO. 2 C., 4/4, 8/4"; NO. 2 C. & BTR., 5/4, 6/4"; NO. 3 C., 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

LOG RUN, 4/4, 5/4", reg. lgths., dry. HARRY H. MAUS, So. Bend, Ind.

NO. 2 C. & BTR., 4/4", dry. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

NO. 1 C., NO. 2 C., FAS, all 4/4", reg. widths & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., 6/4", av. widths, 9", 65% 16", dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

HARDWOODS FOR SALE

NO. 2 & BTR., 4/4": FAS, 4 4". WOOD-MOSAIC CO., Louisville, Ky.
NO. 2 C. & BTR., 4 4-16 4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR CO., Buffalo, N. Y.

BEECH

NO. 2 C. & BTR., 5/8, 4 4, 6 4", reg. wdths. & lgths., 6-9 mos. dry. NO. 3 C., 5 8, 4 4, 5 4, 6 4", reg. wdths. & lgths., 3 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.
NO. 2 C. & BTR., 4 4, 6 4". CYRUS C. SHAFER LBR. CO., So. Bend, Ind.
LOG RUN, 5/8", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.
NO. 2 C. & BTR., 4 4". WOOD-MOSAIC CO., Louisville, Ky.

BIRCH

NO. 2 C. & BTR., 4/4-16 4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 2 C., 4 4", reg. wdths. & lgths., 1 yr. dry. NO. 3 C., 4/4", reg. wdths. & lgths., yr. dry. EAST JORDAN LBR. CO., East Jordan, Mich.
FAS, 4/4, 5/4, 6 4", 5" & wider, 10' & longer, yr. dry; FAS, 10/4, 12 4, 16 4", 6" & wider, 10' & longer, yr. dry; NO. 1 C., strips, 4 1x12", 10' & wider, 10' & longer, yr. dry. THEO. PAT-HAUER CO., Chicago, Ill.
NO. 3, 4/4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.
NO. 1 C. & BTR., 4/4-12 4". NO. 2 C., 4 4-8/4"; NO. 3 C., 4 4-6 4". CLEAR STRIPS, 1 & 2 face, 1x4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.
NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.
NO. 1 C., NO. 2 C., NO. 3 C., all 4 4", av. wdths. & lgths., dry. STRAIBLE LUMBER & SALT CO., Saginaw, Mich.
NO. 2 C., 4/4"; NO. 1 C. & BTR., 4 4-16 4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12 4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8 4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR CO., Buffalo, N. Y.

COTTONWOOD

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.
FAS, 1x13 & wider, bone dry; FAS, 4/4", reg. wdths., bone dry. CORNELIUS LBR. CO., St. Louis, Mo.
FAS, 4/4". DUGAN LBR. CO., Memphis, Tenn.
LOG RUN, 4/4", reg. wdths. & lgths., 6 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 2 C. & BTR., 4/4, 5 4, 6 4". GRISMORE-HYMAN CO., Memphis, Tenn.
BX. BDS., 4/4", 13-17 & 9-12", reg. lgths.; FAS, 4/4", 16" & up, 6-12", reg. lgths.; NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

SHOP & BTR., 8/4". BELLGRADE LBR. CO., Memphis, Tenn.
NO. 1 & 2 C., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.
SEL., 12/4"; NO. 1 SHOP, 4 4"; NO. 1 & BTR., miscut, 6/4"; PECK, 4 4", all bone dry. CORNELIUS LBR. CO., St. Louis, Mo.
NO. 1 SHOP & BTR., 4 4, 6 4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.
SEL., 5/4"; SHOP, 4/4". G. ELIAS & BRO., Buffalo, N. Y.
NO. 2 C. & BTR., 4/4, 5 4, 6 4, 8 4". GRISMORE-HYMAN CO., Memphis, Tenn.
SELS., 4/4"; FAS, 4 4", av. wdth., 12". HOLLISTER-FRENCH LBR. CO., So. Bend, Ind.
SEL. & FAS, NO. 1 SHOP, NO. 1 BX., PECKY, all 4/4". KING MILL & LUMBER CO., Paducah, Ky.
FAS, 4/4", reg. wdths. & lgths.; SELS., 4/4", 5/4, 6/4", reg. wdths. & lgths. NO. 1 SHOP, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C.,

4/4", 5/4, 6/4", reg. wdths. & lgths., NO. 1 C., 4/4", 6-8-10", reg. lgths.; NO. 2 C., 4 4", 6-8-10-12", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16 4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 6/4, 8/4, 10 4, 12 4", reg. wdths. & lgths., 3-7 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 5/4, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 10/4", std. wdths. & lgths. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 10/4, 12/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5/4, 6/4"; COM. & BTR., 8 4", GEO. C. BROWN & CO., Memphis, Tenn.

COM. & BTR., 4/4-12 4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 6/4, 8/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

LOG RUN, 4/4", 10 4, 12 4". DUGAN LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 4-16 4", reg. wdths. & lgths., 4-9 mos. dry, av. wdths., 9-12". EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 4 4-16 4". G. ELIAS & BRO., Buffalo, N. Y.

NO. 2 & BTR., 1 4, 5/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 6 4, 8 4, 10 4, 12 4", 6-12 mos. dry; NO. 3, 4 4", reg. wdths. & lgths., yr. dry; NO. 3, 6 4", reg. wdths. & lgths., 9 mos. dry. FOSTER-LATIMER LBR. CO., Melton, Wis.

NO. 2 C. & BTR., 4 4, 6 4, 8 4". GRISMORE-HYMAN CO., Memphis, Tenn.
LOG RUN, 6/4, 12 4". H. A. HOOVER, So. Bend, Ind.

NO. 2 C. & BTR., 4/4, 6 4, 8 4, 10 4, 12 4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. & FAS, 5/4", reg. wdths., 50% 14 & 16", 3-6 mos. dry; NO. 1 C. & FAS, 6 4", reg. wdths., 50% 14 & 16", 6 mos. dry. JEROME HDWD. LBR. CO., Jerome, Ark.

NO. 2 C. & BTR., 4 4, 8 4"; NO. 3 C., 4 4, 5 4, 6 4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-12 4", reg. lgths., dry. HARRY H. MAUS, So. Bend, Ind.

COM. & BTR., 8/4, 10/4, 12 4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 5/8, 4/4, 8/4, 12/4"; NO. 1 C., 5 8, 4 4, 8 4, 12/4"; NO. 2 C., 5/8, 4/4, 8/4, 12 4"; NO. 2 C. & BTR., 6/4, 8/4, 10/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS & NO. 1 C., 4/4", miscel. wdths. & lgths., 9 mos. dry. Ind. stock; FAS & NO. 1 C., 8/4, 10 4", miscel. wdths. & lgths., 12 mos. dry. Ind.; FAS, 16 4", miscel. wdths. & lgths., yr. dry. Ark. stock. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

LOG RUN, 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

ELM—ROCK

NO. 2 & BTR., 4/4, 8/4", std. wdths. & lgths., 15 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 8/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

GUM—PLAIN RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", 3" & up, 50% 14 & 16", 6 mos. dry. JEROME HDWD. LBR. CO., Jerome, Ark.

FAS & NO. 1 C., 4/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 4/4, 5/4, 6/4, 8 4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 C. & NO. 2 C., 5/8", Kratzer-cured. NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C., 4/4, 5/4, 6/4, 8 4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 4/4, 5 4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., SND., 6/4, 12 4". H. A. HOOVER, So. Bend, Ind.

NO. 1 C. & FAS, 8/4", reg. wdths., 50% 14 & 16", 6 mos. dry. JEROME HDWD. LBR. CO., Jerome, Ark.

ALL GRADES, 4/4, 5/4, 6/4, 8 4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 C., 4/4, 6 4, 8 4"; NO. 2 C., 6 4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C. & BTR., 5/4, 6 4, 8 4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS, NO. 1 C. & 2 C., both 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, 5 4", 12" & 11" wide. BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6 4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 5 8-5 4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

BX. BDS., 1 4", 13-17"; FAS, 4 4, 5 4", 13" & up. FAS & NO. 1 C., 4 4", COM. & BTR., qtd., 8 4"; NO. 1 C., 4 4", 13" & up; NO. 2 C., 1 4", 5 4". DUGAN LUMBER CO., Memphis, Tenn.

NO. 1 C., qtd., 4 4", reg. wdths. & lgths., yr. dry; NO. 1 C. & BTR., qtd., 8 4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 1 4 5 4". HOLLISTER-FRENCH LBR. CO., So. Bend, Ind.

NO. 2 C. & NO. 3 C., both 4 4". THE HYDE LBR. CO., So. Bend, Ind.

FAS, 6 4", 6" & up, 50% 14 & 16", 8 mos. dry; NO. 1 C., 4 4", 3" & up, 50% 14 & 16", 6 mos. dry. JEROME HDWD. LBR. CO., Jerome, Ark.

NO. 2 C., 4/4". KING MILL & LUMBER CO., Paducah, Ky.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, pl. & qtd., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 C., 4/4", 6 mos. dry; NO. 1 C. & BTR., 8 4", 50% FAS, qtd., 8 mos. dry. ST. JOSEPH VALLEY LBR. CO., So. Bend, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. blk., 4/4", ran. wdths. & lgths., 50%-60% 14 & 16", 6 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., tupelo, all 4/4". KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, tupelo, 4/4"; LOG RUN, qtd. black, 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

HICKORY

LOG RUN, 6/4"; LOG RUN, pecan, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry; MILL RUN, PECAN, 8 4", ran. wdths. & lgths., 50% to 60% 14 & 16", 6 mos. & over dry. The BREECE MFG. CO., Portsmouth, O.

LOG RUN, pecan, 6/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 10/4". G. ELIAS & BRO., Buffalo, N. Y.

FAS, NO. 1 C., NO. 2 C., all 6/4"; FAS, NO. 1 C., NO. 2 C., pecan, all 6/4". NORTH VERNON LUMBER MILLS, North Vernon, Ind.

LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., 6/4, 7/4, 8/4". WOOD-MOSAIC CO., Louisville, Ky.

LOCUST

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

HARDWOODS FOR SALE

MAHOGANY

ALL THICKNESSES, HONDURAS & MEX., 12, 14, 16, 1", especially dried. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

MAPLE—HARD

NO. 2 C. & BTR., 4 1/4-16 1/4", good widths & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 6 1/4, 10 3/4", std. widths & lgths., 20 mos. dry. RISSELL LBR. CO., Marshfield, Wis.

COM. & BTR., 4 1/4-12 1/4", reg. widths & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 8 1/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 12 1/4". DUGAN LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4 1/4, 5 1/4, 6 1/4, 8 1/4", 6" & up, reg. lgths., 4-10 mos. dry, 50% or better FAS. EAST JORDAN LBR. CO., East Jordan, Mich.

FAS, 12 1/4". G. ELIAS & BRO., Buffalo, N. Y.

END PILED, white and qtd., 4 1/4, 5 1/4, 6 1/4, 8 1/4", NO. 1 C. & BTR., 4 1/4-12 1/4"; NO. 3, 4 1/4, 5 1/4, 6 1/4". JACKSON & TINDLE CO., Grand Rapids, Mich.

LOG RUN, 1 1/4, 1 1/2, 1 3/4, 10 1/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 4 1/4"; NO. 2 C. & BTR., 5 1/4"; FAS, 4 1/4"; NO. 1 C. & BTR., 6 1/4, 8 1/4, 10 1/4, 12 1/4"; NO. 2 C., 6 1/4, 8 1/4"; NO. 3 C., 6 1/4". MASON-DONALDSON LBR. CO., Rhineclander, Wis.

NO. 1 C. & NO. 2 C., both 4 1/4"; LOG RUN, 8 1/4"; NO. 1 C. & BTR., 12 1/4". NORTH VERNON LUMBER MILLS, North Vernon, Ind.

NO. 1 C. & BTR., 8 1/4, 12 1/4", Ind., reg. widths & lgths., dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

NO. 1 C. & BTR., 4 1/4". CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

NO. 1 C. & BTR., 8 1/4", reg. widths & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4 1/4, 8 1/4", av. widths & lgths., dry. NO. 1 C., 4 1/4 & 8 1/4", av. widths & lgths., dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

LOG RUN, 10 1/4, 12 1/4", reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 4 1/4-16 1/4", reg. widths & lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 6 1/4, 20 mos. dry; NO. 2 & BTR., 8 1/4", std. widths & lgths., 22 mos. dry. RISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 4 1/4, 12 1/4", reg. widths & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 10 1/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4-13 1/4". GRISMORE-HYMAN CO., Memphis, Tenn.

LOG RUN, 16 1/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4, 8 1/4", reg. widths & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4 1/4", reg. widths & lgths. WISCONSIN LBR. CO., Chicago, Ill.

OAK—PLAIN RED

NO. 1 C. & BTR., 4 1/4-16 1/4", reg. widths & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

COM. & SELS., 5 1/2"; NO. 2 C. & NO. 3 C., both, 5 1/2"; NO. 3 C., 3 1/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 2 C. & BTR., 4 1/4-8 1/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4 1/4". DUGAN LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4, 5 1/4, 6 1/4, 8 1/4". GRISMORE-HYMAN CO., Memphis, Tenn.

SWITCH TIES, 1 1/2". 7x9x12-14-16", 1 mo. dry. JEROME HDWD. LBR. CO., Jerome, Ark.

ALL GRADES, 1 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., 4 1/4, 5 1/4, 8 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 5 1/2, 8 1/4, 6 1/4, 8 1/4"; SELS, 5 1/2, 3 1/4"; NO. 1 C., 5 1/2, 3 1/4, 4 1/4, 5 1/4, 6 1/4"; NO. 2 C., 5 1/2, 3 1/4, 4 1/4, 5 1/4, 6 1/4"; SD. WORMY, 4 1/4". NORTH VERNON LUMBER MILLS, North Vernon, Ind.

NO. 1 C., 4 1/4", Ind., reg. widths & lgths., dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

FAS, 4 1/4"; NO. 2 C., 4 1/4". WOOD-MOSAIC CO., Louisville, Ky.

FAS, 3 1/4", reg. widths & lgths.; NO. 1 C., 5 1/2", 4 1/4, 5 1/4, 6 1/4", reg. widths & lgths.; NO. 2 C., 4 1/4". BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 1 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4 1/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS, 4 1/4, 5 1/4"; NO. 1 C., 3 1/4, 4 1/4"; NO. 2 C., 4 1/4". WOOD-MOSAIC CO., Louisville, Ky.

FAS & NO. 1 C., 4 1/4, 5 1/4, 6 1/4"; NO. 2 & 3 C., 4 1/4", reg. widths & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 4 1/4-12 1/4", reg. widths & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 5 1/2-6 1/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4 1/4". DUGAN LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4, 5 1/4, 8 1/4". GRISMORE-HYMAN CO., Memphis, Tenn.

SWITCH TIES, 4 1/2". 7x9x12-14-16", 1 mo. dry. JEROME HDWD. LBR. CO., Jerome, Ark.

ALL GRADES, 1 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4 1/4, 5 1/4, 6 1/4, 8 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

SELS, 5 1/2"; NO. 1 C., 5 1/2, 4 1/4, 6 1/4"; NO. 2 C., 5 1/2, 4 1/4, 5 1/4"; FAS, 5 1/2". NORTH VERNON LUMBER MILLS, North Vernon, Ind.

NO. 1 C., 4 1/4"; NO. 2 C., 4 1/4". WOOD-MOSAIC CO., Louisville, Ky.

NO. 1 C., 5 1/2, 4 1/4, 5 1/4, 6 1/4", reg. widths & lgths.; NO. 2 C., 4 1/4", reg. widths & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

COM. & SEL., 3 1/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 2 C. & BTR., 5 1/2-8 1/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4 1/4". DUGAN LBR. CO., Memphis, Tenn.

ALL GRADES, 1 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., 4 1/4, 5 1/4, 6 1/4, 8 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C., 1 1/2, 5 1/2, 4 1/4, 6 1/4"; SEL., 5 1/2"; NO. 2 C., 5 1/2, 4 1/4, 5 1/4"; FAS, 4 1/4, 5 1/4"; NO. 1 C. & SEL., 5 1/4"; SELS, 4 1/4, 4" & up. NORTH VERNON LUMBER MILLS, North Vernon, Ind.

FAS, 1 1/2, 3 1/4, 4 1/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C., 5 1/2, 3 1/4, 4 1/4, 5 1/4, 6 1/4"; 3 1/4, 4 1/4". WOOD-MOSAIC CO., Louisville, Ky.

FAS, 5 1/2, 5 1/4, 6 1/4"; NO. 1 C., 5 1/2, 3 1/4, 4 1/4, 5 1/4, 6 1/4"; NO. 2 & 3 C., 4 1/4", all reg. widths & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3 1/4-16 1/4", good widths & lgths., 2 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., qtd., 4 1/4, 5 1/4, 6 1/4", reg. widths & lgths., 3 mos. & over dry; NO. 1 C., pl., 5 1/2, 4 1/4, 5 1/4, 6 1/4, 8 1/4, 10 1/4", reg. widths & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 & BTR., R. & W., 4 1/4 & 8 1/4", std. widths & lgths., 18 mos. dry. RISSELL LBR. CO., Marshfield, Wis.

SD. WORMY, COM. & BTR. TRAM. PLANK, all 8 1/4", ran. widths, 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

SD. WORMY, 4 1/4"; NO. 3 C., 4 1/4". THE HYDE LUMBER CO., So. Bend, Ind.

COM. & BTR., pl. R & W., 4 1/4-12 1/4". H. A. HOOPER, So. Bend, Ind.

NO. 1 C. & BTR., R. & W., 4 1/4 & 5 1/4", reg. widths & lgths., bone dry. HARRY H. MAUS, So. Bend, Ind.

NO. 1 C. & BTR., Ind. R. & W., 5 1/4", reg. widths & lgths., dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

FAS, pl. 5 1/4", 9 mos. dry. ST. JOSEPH VALLEY LUMBER CO., So. Bend, Ind.

NO. 1 C. & FAS, pl., 4 1/4", reg. widths & lgths., dry; NO. 1 C. & FAS, 4 1/4, 5 1/4 & 8 1/4", qtd. reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., R. & W., 4 1/4-16 1/4", reg. widths, std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

POPLAR

COM. & BTR., 4 1/4-12 1/4", reg. widths & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 4 1/4"; S2S, 7 1/8", bone dry. CORNELIUS LBR. CO., St. Louis, Mo.

COM. & BTR., 4 1/4, 8 1/4"; NO. 2 C., 4 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 4 1/4", 6 mos. dry. ST. JOSEPH VALLEY LUMBER CO., So. Bend, Ind.

NO. 2 C. & BTR., 5 1/2-16 1/4", reg. widths & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5 1/8", reg. widths & lgths.; FAS, sap, 5 1/8", reg. widths & lgths.; NO. 1 C., 5 1/8"-4 1/4", reg. widths & lgths.; NO. 2 A. & B. C., 4 1/4", reg. widths & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4 1/4", ran. widths., 50-60%, 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 & BTR., 5 1/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 10 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

LOG RUN, 4 1/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

WALNUT

ALL GRADES, 5 1/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

LOG RUN, 4 1/4", reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 1 1/2"; FAS, 5 1/2, 4 1/4, 5 1/4, 6 1/4, 8 1/4"; SEL., 5 1/4, 8 1/4"; NO. 1 C., 4 1/4, 5 1/4, 8 1/4"; NO. 2 C., 4 1/4". WOOD-MOSAIC CO., Louisville, Ky.

VENEER—FACE

BASSWOOD

LOG RUN, 1 1/2", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, 12-30", 62-86". GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

ROTARY CUT, 1 1/16", 6-40" wide, 36-45" long, 1/8", 6-40", 48-96" long (75% 84 & 96"), 1/16", 6-40" wide, 48-96" long (70% 72" & longer). RISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 1 1/2", 6-36", 50-98"; LOG RUN, 1 1/2", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/8", 6-36", 62-96", 1/16, 12-30", 62-96", 1/20, 12-30", 62-96"; 1/8, al' clear, 12-30, 86-96"; SHEET STOCK, red, 1/8", 12-30", 86-96". GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8, red, 6-30, 72-96". GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer, plain, striped, mottled, WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

Striped mottled, AFRICAN & HONDURAS; PL. HONDURAS, drawer bottom stock, unusually fine stock. FREIBERG MAHOGANY CO., Cincinnati, O.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 4)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-9-67) **Anderson-Tully Co.**
Manufacturers of

Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/4 to 6 1/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO. **OHIO**
Manufacturer, Greenfield,

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 4)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

(*See page 5)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO. **MISSISSIPPI**
Manufacturer, Charleston,

(*See page 6)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 33)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Sliding and Hominy Falls, W. VA.

(*See page 16)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page —)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, LOUISIANA

(*See page 10)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 16)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,785,000,000.

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 66)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

"The Oak Is the Most Majestic of Forest Trees."—Loudon.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

(*See page 32)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 39)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page —)
Yellow Poplar Lumber Company
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Manufacturer

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

Specials for Prompt Shipment

BASSWOOD		5 4 End Dried White	4,000'
4 4 Full Log Run	250,000'	6 4 End Dried White	6,000'
4 4 Straight No. 3 C	50,000'	6 4 No. 1 C & B., Soft	50,000'
MAPLE		BEECH	
1 4 Quarter-sawn	50,000'	5 8 Log Run.....	100,000'
4 4 End Dried White	40,000'	4 4 Log Run.....	105,000'
		6 4 Log Run.....	30,000'

A Full Stock of No. 3 Common Hardwoods

WRITE US FOR PRICES

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

Time Is the Test of Worth

HARDWOOD RECORD

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD

HARDWOODS FOR SALE

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C., Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

NORTHERN RED, 1/8", 6-36", '86-96", 1/8" sawn, northern, 10-13", 12 & longer; WHITE NORTHERN, 1/8", 6-36, 62-96"; CORE STOCK, 1/8, 8-30, 62-96; QTD. SAWN WHITE, 1/8, 6-12, 10 & longer. QTD. SAWN WHITE, 1/20, 6-12, 10" & longer. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches, 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QTD. SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

NO. 1 & NO. 2, both 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

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RED-OAK

ROTARY CUT, 1/16", 6-40" wide, 36-57" long. BISSELL LBR. CO., Marshfield, Wis.

WALNUT

SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind. SLICED & ROTARY CUT, highly figured. FREIBERG MAHOGANY CO., Cincinnati, O. 1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

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GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS BIRCH

THREE PLY, 1/4x24x48, G2S; FIVE PLY, 3/4x36x72, G1S, 3/4x24x72, G2S, 3/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

OAK

PLAIN RED, FIVE PLY, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x60, 2S, 3/4x30x60, 2S, 3/4x24x72, 2S, 3/4x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company

LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE HAVE A GOOD STOCK OF
5/8 to 16/4 ASH

AND A COMPLETE STOCK OF
4/4 to 8/4 POPLAR

LET US HAVE YOUR INQUIRIES

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

Space—Plus—Service

- 1—Space
(Buying Power, \$376,000,000)
- 2—Bulletin
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- 4—"Hardwoods For Sale"
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Economy Commensurate With Value
HARDWOOD RECORD

"PIGS IS PIGS" But Lumber Is Not Lumber

We would be glad of an opportunity of demonstrating to you lumber that is lumber and that is second to none in quality, grade, texture, etc., and at prices that are entirely in keeping with the character of goods furnished.

We have shown others—*Let Us Show You*

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616 INTERSOUTHERN BUILDING

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INCORPORATED

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MACON, GEORGIA

HARDWOODS

OAK, POPLAR ASH, RED GUM, SAP GUM, YELLOW PINE

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The personnel of our Advisory Committee is a guarantee of merit. It is one of the big reasons for the fine record made since our organization in 1915.

Others are, careful selection of risks, manager on a salary basis, no excessive commissions, frequent and efficient inspection service. All combine to provide

SAW-MILL INSURANCE

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Northern Hardwoods
Pine, Hemlock & Tamarack

BASSWOOD		6 1/4" No. 3 Common, 70,000'	
1 1/2" FAS	57,000'	8 1/2" No. 1 C. & B., 110,000'	
1 1/2" Sel. & No. 1 C.	72,000'	8 3/4" No. 2 Common, 92,000'	
4 1/2" No. 2 Common, 87,000'		10 1/2" No. 1 C. & B., 75,000'	
5 1/2" No. 2 C. & B., 136,000'		12 1/4" No. 1 C. & B., 65,000'	
5 1/2" No. 3 Common, 59,000'		SOFT ELM	
6 1/2" No. 2 C. & B., 75,000'		4 1/2" No. 2 C. & B., 125,000'	
6 1/2" No. 3 Common, 75,000'		4 1/2" No. 3 Common, 60,000'	
8 1/2" No. 2 Common, 20,000'		5 1/2" No. 3 Common, 75,000'	
		6 3/4" No. 3 Common, 40,000'	
		8 3/4" No. 2 C. & B., 39,000'	
BIRCH		ASH	
4 1/2" to 12 1/4" No. 1 C. & B.		4 1/2" No. 2 C. & B., 115,000'	
4 1/2" to 8 1/2" No. 2 Common		1 1/2" No. 3 Common, 75,000'	
1 1/2" to 4 1/2" No. 3 Common		BIRCH AND MAPLE	
HARD MAPLE		SQUARES	
1 1/2" No. 1 & 2 Com, 350,000'		1x1-18" to 48"..... 1 car	
1 1/2" No. 2 C. & B., 130,000'		1x1 1/2"-48" and 48"..... 3 cars	
6 1/2" No. 1 C. & B., 75,000'		1 1/2"x1 1/2"-42" and 48"..... 2 cars	
6 1/2" No. 2 Common, 60,000'			

MODERN PLANING MILL
IN CONNECTION

YOUR INQUIRIES SOLICITED

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The World's Greatest Lumber and Woodworking Center

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Hardwoods
 KILN DRIED AND AIR DRIED
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Manufacturers & Dealers
 Hardwood Lumber

YARDS AND MAIN OFFICE
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MILLS—HELENA, ARK.

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

MANUFACTURERS
 HARDWOOD LUMBER

4/4" No. 1 Common Cypress.....	10 Cars
4/4" Log Run Soft Elm.....	5 Cars
Each 8/4" and 10/4" Soft Elm.....	3 Cars
Each 8/4" and 10/4" Soft Maple.....	2 Cars
4/4" No. 3 Common Gum.....	10 Cars
4/4" No. 3 Common Oak.....	10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.....	10 Cars

CLARENCE BOYLE

ESTABLISHED 1850 INCORPORATED 1913

MANUFACTURERS
 AND WHOLESALE

Southern Hardwoods
 and Cypress

1205 Lumber Exchange Building
 BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

Concentration

Illinois	\$57,245,000
Indiana	41,025,000
Ohio	36,300,000
Michigan	74,020,000
Wisconsin	53,025,000

Total BUYING POWER* \$261,615,000

*Buying power of Hardwood Record subscribers in five states named.

John Hansen Lumber Co.

(NOT INC.)

1118 LUMBER EXCHANGE BLDG.
 PHONES: RANDOLPH 552 AND 553

Southern and Northern Hardwoods

Grades and Thicknesses for Box Purposes

OAK		QUARTERED RED GUM	
4/4" 1st & 2nd.....	2 cars	8/4" 1st & 2nd.....	2 cars
4/4" No. 1 Common.....	2 cars	8/4" No. 1 Common.....	2 cars
RED GUM		MAGNOLIA	
4/4" 1st & 2nd.....	2 cars	4/4" No. 1 Com. & Btr....	4 cars
4/4" No. 1 Common.....	5 cars	POPLAR	
		ALL GRADES & THICKNESSES	

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

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Perfectly Good by Consulting the

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Contains Names and Ratings of

All Who Buy and Sell Lumber in Any Form
SUCCESSFUL COLLECTION DEPARTMENT TOO

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CHICAGO NEW YORK

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17 Different Kinds

OF NORTHERN HARD AND SOFT WOOD

LUMBER

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"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

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WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER

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J. RAYNER CO.

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VENEERED PANELS

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AT ONE POINT in the development of a modern business its driving force may keep it going brilliantly while conditions are favorable. Later it gains a solidly established state imparting a degree of momentum sufficient to maintain the forward movement even under the most trying circumstances.

So with the Anderson-Tully Company, pioneer manufacturers of Southern hardwood lumber, veneer and plywood. Great difficulty in operation has in no way impaired our ability to serve you correctly. The Anderson-Tully Company trademark will always be known where the best in goods and service are most appreciated.

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ANDERSON-TULLY COMPANY
MEMPHIS

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
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Northern Hardwoods
WRITE
STEARNS & CULVER
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Ash
Soft Elm
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Hard Maple

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Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

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2 Band Mills
100,000 feet Daily Capacity



Aardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, SEPTEMBER 10, 1921

Subscription \$2
Vol. LI, No. 10

THE WILLIAMSON VENEER

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BUTTS
LONG
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OAK

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& OTHER
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Manufacturers—Wholesalers

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Philadelphia, Pa.

INCORPORATED 1920

Quality—GOLDEN RULE—Service



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Southern Hardwood Manufacturers

70,000,000 feet a year

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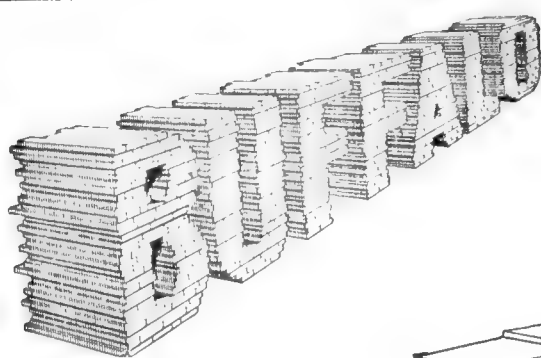
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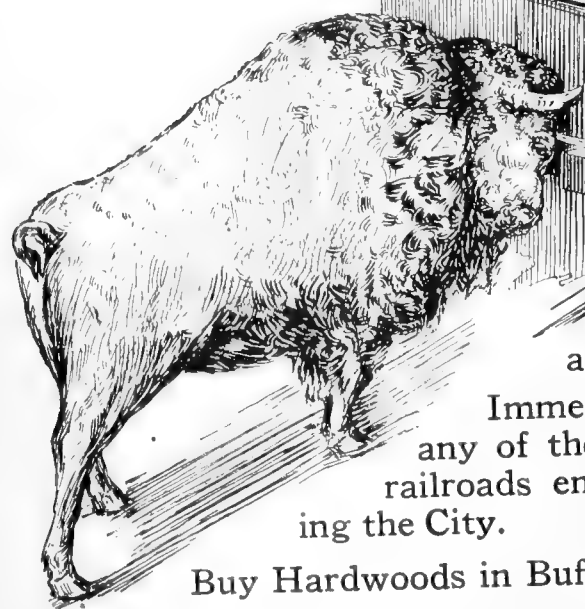
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HARD MAPLE

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We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

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Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

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ALL KINDS OF LUMBER

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Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

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EVERYTHING IN HARDWOODS

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HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
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SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

CYRUS C. SHAFER LUMBER CO.

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Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

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Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension

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Northern and Southern Hardwoods

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SOUTHERN HARDWOODS

Oak, Gum, Cottonwood, Elm, Ash, Tupelo

RAY B. MAXSON

Manufacturers' Agent

EVERYTHING in HARDWOODS

PLANK AND DIMENSION

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
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The Woodruff-Powell Lumber Co.

SPECIALIZING IN

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HARDWOODS AND YELLOW PINE

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods

BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City

Hardwood Products Par Excellent

Buyers requiring an exact standard of manufacture plus lumber cut from good timber will find it in our band-sawn White and Red Oak, Ash, Gum and other Arkansas hardwoods.

In addition to affording a reliable source of supply for these items, we also offer you the practical convenience of filling out special schedules with finely manufactured Oak Flooring, square edge parquetry strips, oak trim and moulding, which can be shipped in the same car.

Ours is a service of unusual scope and value, which it will pay you well to investigate.



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E.L. BRUCE COMPANY
MANUFACTURERS

MEMPHIS, TENNESSEE

Band Mill: LITTLE ROCK, ARKANSAS

Oak Flooring Plants: LITTLE ROCK; MEMPHIS

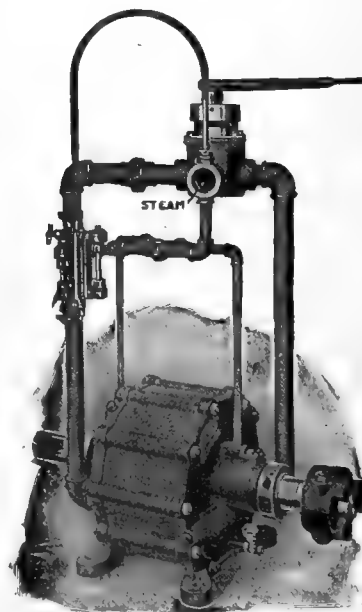
BARR-HOLADAY LUMBER CO.

*Manufacturers of High Grade
Southern Hardwoods*

Main Office: Greenfield, Ohio
Band Mill: Louise, Miss.
Branch Office: Indianapolis, Ind.

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK	10/4" No. 1 Com. & Btr.. 2 cars
4 1/4" FAS	1 car
4 1/4" No. 1 Common	3 cars
QUARTERED RED OAK	PLAIN MIXED OAK
4 1/4" FAS	3/4" Sound Wormy 5 cars
4 1/4" No. 1 Common	4 1/4" Sound Wormy 5 cars
5 1/4" No. 1 Common	2 cars
6 1/4" No. 1 Common	1 car
PLAIN WHITE OAK	QUARTERED RED GUM
4 1/4" No. 1 Common	4 1/4" No. 1 Common
2 cars	5 1/4" No. 1 Common
PLAIN RED OAK	6 1/4" No. 1 Common
5 1/8" FAS	1 car
4 1/4" FAS	1 car
6 1/4" FAS	1/2 car
5 1/8" No. 1 Common	1 car
4 1/4" No. 1 Common	5 cars
5 1/4" No. 1 Common	2 cars
6 1/4" No. 1 Common	2 cars
8 1/4" No. 1 Common	1 car
	PLAIN SAP GUM
	4 1/4" No. 1 Com. & Btr... 5 cars
	5 1/4" No. 1 Com. & Btr... 4 cars
	6 1/4" No. 1 Com. & Btr... 3 cars
	ELM
	6 1/4" No. 2 Com. & Btr... 2 cars
	8 1/4" No. 2 Com. & Btr... 4 cars
	10 1/4" No. 2 Com. & Btr... 3 cars
	12 1/4" No. 2 Com. & Btr... 5 cars
	6 1/4" No. 2 Common
	4 cars



On the SAWYER

depends the getting out of lumber at least cost.

Give him a

SOULE STEAM-FEED

and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS
Box 352
MERIDIAN, MISS.

MEMPHIS

TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER  VENEERS

MEMPHIS

WHITE ASH

1" Select & FAS	50,000'
1 1/2" Select & FAS	15,000'
2" Select & FAS	20,000'
3" Select & FAS	12,000'
4" Select & FAS	11,000'
5" Select & FAS	20,000'
6" Select & FAS	60,000'
7" No 1 Common	11,000'
8" No 1 Common	55,000'
8 1/2" No 1 Common	170,000'
10" No 1 Common	21,000'
12" No 1 Common	21,000'
14" No 1 Common	21,000'
16" No 1 Common	120,000'
5 1/2" No 2 Common	70,000'
6 1/2" No 2 Common	37,000'
8 1/2" No 2 Common	34,000'
10 1/2" No 2 Common	19,000'
12 1/2" No 2 Common	11,000'

Miscellaneous Hardwoods

PLAIN RED OAK	
1" No 1 Common	150,000'
1" No 2 Common	150,000'
5 1/2" No 1 Common	17,000'
SAP GUM	
1" No 1 Common	50,000'
1" No 2 Common	50,000'
5 1/2" No 2 Common	70,000'
SAP GUM	
6 1/2" No 1 Com & Btr	50,000'
RED GUM, S&D	
6 1/2" No 1 Com & Btr	50,000'
MAPLE	
12 1/4" No 1 Com & Btr	28,000'
COTTONWOOD	
1" 1s & 2s	15,000'

Thompson-Katz Lumber Co.

8/4" FAS	45,000'
10/4" Com. & Btr.	35,000'
12/4" Com. & Btr.	15,000'
16/4" Com. & Btr.	5,000'
4/4" No 1 Common	25,000'
5/4" No 1 Common	30,000'
6/4" No 1 Common	90,000'
8/4" No 2 Common	12,000'
5/4" No 2 Common	9,000'
6/4" No 2 Common	22,000'
8/4" No 2 Common	5,000'
10/4" No 2 Common	9,000'
12/4" No 2 Common	4,000'

BEECH	
4/4" Log Run	50,000'
CYPRESS	
6/4" FAS	14,000'
8/4" FAS	11,000'
4/4" Selects	9,000'
6/4" Selects	10,000'

Welsh Lumber Company

ASH	
1 1/2" Com & Btr	1 car
1 1/2" No 1 & No 2 Com	1 car
COTTONWOOD	
1 1/2" FAS	1 car
ELM	
1 1/2" Log Run	1 car
10 1/2" & 12 1/2" Log Run	1 car
SAP GUM	
1 1/2" Box Btr. 13 1/2"	2 cars
1 1/2" FAS, 13" & up.	3 cars
5 1/2" FAS, 13" & up.	1 car
1 1/2" FAS	6 cars

DUGAN LUMBER COMPANY

MILL AT
NAYNG, MISS.F. W. DUGAN
J. R. COLLINS

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

1 1/2" 1s & 2s	1 car
5 1/2" 1s & 2s	1 car
1 1/2" 1s & 2s	1 car
5 1/2" 1s & 2s	1 car
6 1/2" 1s & 2s	2 cars
4 1/2" No 1 Com & Btr	3 cars
5 1/2" No 1 Com & Btr	2 cars
6 1/2" No 1 Com & Btr	3 cars
8 1/2" No 1 Com & Btr	4 cars
10 1/2" No 1 Com & Btr	3 cars
12 1/2" No 1 Com & Btr	3 cars

16 1/2" No 1 Com & Btr	1 car
1 1/2" No 1 Common	3 cars
5 1/2" No 1 Common	3 cars
6 1/2" No 1 Common	1 car
8 1/2" No 1 Common	3 cars
10 1/2" No 1 Common	1 car
12 1/2" No 1 Common	1 car
4 1/2" No 2 Common	2 cars
5 1/2" No 2 Common	1 car
6 1/2" No 2 Common	1 car
8 1/2" No 2 Common	1 car

White Ash Our Specialty

John M. Woods Lumber Co.

We Specialize in Mixed Car Oak
Regular Widths and Lengths

QUARTERED WHITE OAK	
1 1/2" FAS	119,000'
5 1/2" FAS	20,000'
6 1/2" FAS	17,000'
8 1/2" FAS	2,000'
1 1/2" No 1 Common	99,000'
5 1/2" No 1 Common	19,000'
6 1/2" No 1 Common	15,000'
8 1/2" No 1 Common	3,000'
1 1/2" No 2 Common	13,700'
5 1/2" No 2 Common	8,000'
6 1/2" No 2 Common	13,000'

QUARTERED RED OAK	
1 1/2" FAS	20,000'
5 1/2" FAS	7,000'
1 1/2" No 1 Common	53,000'
5 1/2" No 1 Common	7,000'
6 1/2" No 2 Common	8,000'
QTD RED & WHITE OAK	
4 1/2" Sound Wormy	25,000'

PLAIN WHITE OAK	
1 1/2" FAS	7,500'
5 1/2" FAS	18,000'
6 1/2" FAS	17,000'
8 1/2" FAS	28,000'
10 1/2" FAS	26,000'
12 1/2" FAS	15,000'
1 1/2" No 1 Common	282,000'
5 1/2" No 1 Common	88,000'
6 1/2" No 1 Common	2,000'
8 1/2" No 1 Common	14,000'
10 1/2" No 1 Common	11,500'
12 1/2" No 1 Common	30,000'
16 1/2" No 1 Common	19,000'

PLAIN RED OAK	
4 1/2" FAS	87,000'
5 1/2" FAS	28,000'
1 1/2" No 1 Common	195,000'
5 1/2" No 1 Common	75,000'

Ferguson & Palmer Company

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCKM. Specialty Is Dimension
Lumber for Manufacturers of

WAGONS AND IMPLEMENTS

BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIALStandard sizes on hand for prompt shipment. Special items
cut to order.Office, Dimension Mill and Yards
Belt Line at McLean

ASH	
4-5-6-8-10-12-16-18" L R	700,000'
CYPRESS	
4-5-6-8-10" No 2 & B	2,000,000'
COTTONWOOD	
4-5-6-8-10" No 2 & B	1,000,000'
14" Box Btr. 12"	25,000'
1 1/2" Box Btr. 12 1/2"	57,000'
ELM	
4-5-6-8-10-12" L R	500,000'
SAP GUM	
5-8-10-12-14-16-18-20"	1,750,000'
PLAIN RED GUM	
4-5-6-8-10" L R	750,000'
QUARTERED RED GUM	
4-5-6-8-10" No 1 C&B	200,000'
8-10" No 1 Com & Btr	50,000'
MAPLE	
10-12-14-16-18-20"	1,250,000'
QUARTERED RED OAK	
1 1/2" No 1 Common	12,000'

PLAIN RED OAK	
1 1/2" No 1 Common	150,000'
1 1/2" No 2 Common	500,000'
1 1/2" No 3 Common	61,000'
PLAIN WHITE OAK	
1 1/2" FAS	30,000'
4-5-8-10" No 1 Common	315,000'
1 1/2" No 2 Common	100,000'
PLAIN RED & WHITE OAK	
1 1/2" Sound Wormy	150,000'
QUARTERED WHITE OAK	
1 1/2" FAS	9,000'
5 1/2" FAS	15,000'
1 1/2" No 1 Common	150,000'
5 1/2" No 1 Common	15,000'
3 1/2" Com. & Btr.	6,000'
TUPELO	
4 1/2" FAS	15,000'
1 1/2" No 2 Common	15,000'
1 1/2" No 1 Common	15,000'
SYCAMORE	
1 1/2" Log Run	36,000'
PERSIMMON	
8 1/2" Log Run	7,000'

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

Regular Widths and Lengths

QUARTERED WHITE OAK		QUARTERED RED GUM	
1/4" No. 1 Common	50,000'	4/4" FAS	60,000'
5/4" FAS	16,000'	1/4" No. 1 Common	180,000'
5/4" No. 1 Common	28,000'	5/4" FAS	20,000'
6/4" FAS	12,000'	5/4" No. 1 Common	86,000'
6/4" No. 1 Common	30,000'	6/4" FAS	20,000'
PLAIN WHITE OAK		6/4" No. 1 Common	51,000'
4/4" No. 1 Common	60,000'	8/4" FAS	18,000'
4/4" No. 2 Common	31,000'	8/4" No. 1 Common	87,000'
QUARTERED RED OAK		QTD SAP GUM, S. N. D.	
4/4" FAS, 16" & up	16,000'	4/4" FAS	60,000'
1/4" FAS, 6" & up	11,000'	4/4" No. 1 Common	111,000'
4/4" No. 1 Common	52,000'	5/4" FAS	62,000'
5/8" No. 1 Common	40,000'	5/4" No. 1 Common	189,000'
PLAIN RED OAK		5/4" FAS	67,000'
4/4" FAS, 12" & up	16,000'	9/4" No. 1 Common	102,000'
4/4" FAS, 6" & up	12,000'	10/4" FAS	20,000'
4/4" No. 1 Common	180,000'	10/4" No. 1 Common	76,000'

The Mossman Lumber Co., Inc.

ASH		QUARTERED SAP GUM	
4/4" No. 1 & 2 Com.	12,000'	4/4" No. 1 Common	30,000'
COTTONWOOD		5/4" No. 1 Com. & Btr.	45,000'
4/4" L. R., 6 m.s. dry	100,000'	8/4" No. 1 Com. & Btr.	100,000'
CYPRESS		QUARTERED RED GUM	
4/4" No. 1 Shop & Btr.	50,000'	4/4" No. 1 Common	36,000'
6/4" No. 1 Shop & Btr.	56,000'	5/4" No. 1 Common	20,000'
ELM		8/4" No. 1 Common	30,000'
4/4" Log Run	12,000'	SOFT MAPLE	
8/4" Log Run	46,000'	4/4" Log Run	30,000'
10/4" Log Run	23,000'	12/4" Log Run	70,000'
PLAIN RED GUM		QUARTERED RED OAK	
3/4" No. 1 Com. & Btr.	16,000'	4/4" No. 1 Common	25,000'
4/4" No. 1 Common	35,000'	QUARTERED WHITE OAK	
PLAIN SAP GUM		4/4" No. 1 Common	70,000'
4/4" 1s & 2s	40,000'	4/4" No. 2 Common	15,000'
4/4" No. 1 Common	150,000'	PLAIN RED OAK	
4/4" No. 2 Common	75,000'	4/4" 1s & 2s	45,000'
4/4" No. 3 Common	30,000'	4/4" No. 1 Common	100,000'
4/4" Log Run	150,000'	5/4" No. 1 Common	60,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

SERVICE BASED ON PERSONAL ATTENTION

Having been associated with all phases of southern hardwood production and handling for many years, I am pleased to offer to careful buyers a personal service of unique and distinctive character. Address your inquiries to me personally.

D. S. WATROUS

805-6 CENTRAL BANK BUILDING

QUARTERED WHITE OAK		PLAIN RED GUM	
4/4" No. 1 Common	50,000'	4/4" No. 1 Com. & Btr.	15,000'
5/4" No. 1 Common	50,000'	6/4" No. 1 Com. & Btr.	20,000'
6/4" No. 1 Common	25,000'	8/4" No. 2 Common	12,000'
PLAIN OAK		QUARTERED SAP GUM	
4/4" No. 1 Com. (White)	20,000'	4/4" No. 1 Com. & Btr.	35,000'
4/4" No. 2 Com. & Btr.	10,000'	5/4" No. 1 Com. & Btr.	120,000'
4/4" No. 3 Com. & Btr.	6,000'	12/4" No. 1 Com. & Btr.	170,000'
4/4" No. 4 Com. & Btr.	250,000'	16/4" No. 1 Com. & Btr.	27,000'
5/4" No. 1 Com. & Btr.	12,000'	PLAIN SAP GUM	

QUARTERED RED GUM		PLAIN SAP GUM	
1/4" No. 1 Common	50,000'	4/4" Box Boards, 9-17"	100,000'
1/4" No. 2 Common	50,000'	8/4" 1s & 2s	100,000'
5/4" No. 1 Common	30,000'	4/4" No. 1 Common	85,000'
6/4" No. 1 Common	18,000'	1/4" No. 2 Common	150,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.

Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

WHITE ASH		COTTONWOOD	
5/4" No. 2 Com. & Btr.	50,000'	4/4" No. 1 Common	50,000'
6/4" No. 2 Com. & Btr.	15,000'	PLAIN SAP GUM	
8/4" No. 2 Com. & Btr.	50,000'	5/8" FAS	17,000'
QUARTERED RED GUM		5/8" No. 1 Com. & Btr.	160,000'
4/4" No. 1 Com. & Btr.	100,000'	4/4" 1s & wider	20,000'
4/4" No. 2 Common	100,000'	4/4" No. 1 Common, 12"	50,000'
4/4" No. 3 Common	200,000'	4/4" No. 2 Common	100,000'
4/4" No. 4 Common	250,000'	5/4" No. 1 Com. & Btr.	20,000'
PLAIN RED OAK		5/4" FAS, 15" & wlr.	75,000'
5/8" No. 1 Com. & Btr.	50,000'	QUARTERED SAP GUM	
3/4" No. 1 Com. & Btr.	100,000'	4/4" No. 1 Com. & Btr.	75,000'
4/4" No. 1 Common	200,000'	6/4" No. 1 Com. & Btr.	40,000'
4/4" No. 2 Common	100,000'	PLAIN RED GUM	
QUARTERED RED OAK		5/8" FAS	25,000'
4/4" No. 1 Com. & Btr.	100,000'	3/4" No. 1 Com. & Btr.	25,000'
4/4" No. 2 Common	50,000'	PLAIN WHITE OAK	
QUARTERED WHITE OAK		4/4" No. 1 Common	30,000'
4/4" No. 1 Common	90,000'	QUARTERED WHITE OAK	

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

QUARTERED SAP GUM		COTTONWOOD	
4/4" No. 1 & Btr.	50,000'	4/4" Box Boards, 13-17"	50,000'
6/4" No. 1 & Btr.	100,000'	4/4" Box Boards, 9-12"	60,000'
8/4" No. 1 & Btr.	20,000'	4/4" 1s & 2s, 13" & up	20,000'
8/4" No. 1 & Btr.	50,000'	4/4" 1s & 2s, 6-12"	50,000'
CYPRESS		4/4" No. 1 Common	300,000'
1/4" Shop & Btr.	20,000'	4/4" No. 2 Common	50,000'
5/4" 1s & 2s	15,000'	4/4" No. 3 Common	20,000'
5/4" Shop	30,000'	5/4" 1s & 2s	35,000'
4/4" No. 1 Common	40,000'	5/4" No. 1 Common	75,000'
5/4" No. 1 Common	30,000'	6/4" No. 1 Common	15,000'
8/4" No. 1 Common	5,000'	6/4" No. 2 Common	50,000'
1/4" No. 2 Common	20,000'	6/4" No. 3 Common	50,000'

PLAIN SAP GUM		WHITE ASH	
2/4" 1s & 2s	50,000'	12/4" 1s & 2s	15,000'
3/4" No. 1 Common	60,000'	8/4" No. 1 Com. & Btr.	16,000'
4/4" 1s & 2s	7,000'	SOFT ELM	
4/4" No. 2 Common	100,000'	6/4" No. 2 Common	38,000'
5/4" 1s & 2s	20,000'	6/4" No. 3 Common	49,000'
5/4" No. 2 Common	100,000'	PLAIN WHITE OAK	
6/4" No. 2 Common	100,000'	4/4" No. 1 Common	100,000'

Mark H. Brown Lumber Co.

WHITE ASH		QUARTERED WHITE OAK	
4/4" Select & Better	2 cars	4/4" No. 1 & 2 Common	2 cars
4/4" 10-12", 10-16"	1 car	CYPRESS	
8/4" 10-12", 10-16"	1 car	4/4" No. 1 & 2 Common	2 cars
8/4" 12" up, 10-16"	1 car	COTTONWOOD	
4/4" 6-9", 8-16"	1 car	4/4" No. 1 Com. & Btr.	5 cars
4/4" 6-9", 8-16"	1 car	SAP GUM	
5/4" 6-9", 8-16"	2 cars	5/4" 1s & 2s	2 cars
5/4" 6-9", 8-16"	2 cars	5/4" No. 1 Common	2 cars
6/4" 6-9", 8-16"	2 cars	4/4" No. 1 & 2 Common	1 car
8/4" 6-9", 8-16"	2 cars	PLAIN WHITE OAK	
10/4" 6-9", 8-16"	2 cars	4/4" No. 1 Common	1 car
12/4" 6-9", 8-16"	2 cars	RED GUM	
16/4" 6-9", 8-16"	2 cars	5/4" No. 1 & 2 Common	2 cars
PLAIN WHITE OAK		4/4" No. 1 & 2 Common	1 car
4/4" No. 1 Common	1 car	PLAIN WHITE OAK	
4/4" No. 2 Common	1 car	4/4" No. 1 Common	1 car
4/4" No. 3 Common	1 car	PLAIN WHITE OAK	
4/4" No. 4 Common	1 car	4/4" No. 1 & 2 Common	1 car

Dudley Lumber Company

HARDWOODS

MEMPHIS

ASH	
1 1/2" No. 1 Common	16,000'
1 1/2" No. 2 Common	15,000'
1 1/2" No. 3 Common	14,000'
1 1/2" No. 4 Common	13,000'
1 1/2" No. 5 Common	12,000'
1 1/2" No. 6 Common	11,000'
1 1/2" No. 7 Common	10,000'
1 1/2" No. 8 Common	9,000'
1 1/2" No. 9 Common	8,000'
1 1/2" No. 10 Common	7,000'
1 1/2" No. 11 Common	6,000'
1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

COTTONWOOD	
1 1/2" No. 1 Common	16,000'
1 1/2" No. 2 Common	15,000'
1 1/2" No. 3 Common	14,000'
1 1/2" No. 4 Common	13,000'
1 1/2" No. 5 Common	12,000'
1 1/2" No. 6 Common	11,000'
1 1/2" No. 7 Common	10,000'
1 1/2" No. 8 Common	9,000'
1 1/2" No. 9 Common	8,000'
1 1/2" No. 10 Common	7,000'
1 1/2" No. 11 Common	6,000'
1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

QUARTERED RED GUM	
1 1/2" No. 1 Common	16,000'
1 1/2" No. 2 Common	15,000'
1 1/2" No. 3 Common	14,000'
1 1/2" No. 4 Common	13,000'
1 1/2" No. 5 Common	12,000'
1 1/2" No. 6 Common	11,000'
1 1/2" No. 7 Common	10,000'
1 1/2" No. 8 Common	9,000'
1 1/2" No. 9 Common	8,000'
1 1/2" No. 10 Common	7,000'
1 1/2" No. 11 Common	6,000'
1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

QUARTERED WHITE OAK	
1 1/2" No. 1 Common	16,000'
1 1/2" No. 2 Common	15,000'
1 1/2" No. 3 Common	14,000'
1 1/2" No. 4 Common	13,000'
1 1/2" No. 5 Common	12,000'
1 1/2" No. 6 Common	11,000'
1 1/2" No. 7 Common	10,000'
1 1/2" No. 8 Common	9,000'
1 1/2" No. 9 Common	8,000'
1 1/2" No. 10 Common	7,000'
1 1/2" No. 11 Common	6,000'
1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

Goodlander-Robertson Lbr. Co.

Dacus-Richards Hardwood Co.

FIGURED RED GUM	
1 1/2" No. 1 Common	16,000'
1 1/2" No. 2 Common	15,000'
1 1/2" No. 3 Common	14,000'
1 1/2" No. 4 Common	13,000'
1 1/2" No. 5 Common	12,000'
1 1/2" No. 6 Common	11,000'
1 1/2" No. 7 Common	10,000'
1 1/2" No. 8 Common	9,000'
1 1/2" No. 9 Common	8,000'
1 1/2" No. 10 Common	7,000'
1 1/2" No. 11 Common	6,000'
1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

QUARTERED RED OAK	
1 1/2" No. 1 Common	16,000'
1 1/2" No. 2 Common	15,000'
1 1/2" No. 3 Common	14,000'
1 1/2" No. 4 Common	13,000'
1 1/2" No. 5 Common	12,000'
1 1/2" No. 6 Common	11,000'
1 1/2" No. 7 Common	10,000'
1 1/2" No. 8 Common	9,000'
1 1/2" No. 9 Common	8,000'
1 1/2" No. 10 Common	7,000'
1 1/2" No. 11 Common	6,000'
1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

QUARTERED WHITE OAK	
1 1/2" No. 1 Common	16,000'
1 1/2" No. 2 Common	15,000'
1 1/2" No. 3 Common	14,000'
1 1/2" No. 4 Common	13,000'
1 1/2" No. 5 Common	12,000'
1 1/2" No. 6 Common	11,000'
1 1/2" No. 7 Common	10,000'
1 1/2" No. 8 Common	9,000'
1 1/2" No. 9 Common	8,000'
1 1/2" No. 10 Common	7,000'
1 1/2" No. 11 Common	6,000'
1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

QUARTERED RED OAK	
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1 1/2" No. 8 Common	9,000'
1 1/2" No. 9 Common	8,000'
1 1/2" No. 10 Common	7,000'
1 1/2" No. 11 Common	6,000'
1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

Memphis Band Mill Co.

Stimson Veneer & Lbr. Co.
INCORPORATED

M—emphis believes in advertising
E—ntirely to a concentrated
M—anufacturers' list of the most
P—rominent Hardwood users.
H—er facilities for service are
I—llimitable and
S—upreme.

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We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

QUARTERED WHITE OAK	
1 1/2" No. 1 Common	16,000'
1 1/2" No. 2 Common	15,000'
1 1/2" No. 3 Common	14,000'
1 1/2" No. 4 Common	13,000'
1 1/2" No. 5 Common	12,000'
1 1/2" No. 6 Common	11,000'
1 1/2" No. 7 Common	10,000'
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1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

QUARTERED RED OAK	
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1 1/2" No. 3 Common	14,000'
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1 1/2" No. 12 Common	5,000'
1 1/2" No. 13 Common	4,000'
1 1/2" No. 14 Common	3,000'
1 1/2" No. 15 Common	2,000'
1 1/2" No. 16 Common	1,000'
1 1/2" No. 17 Common	500'
1 1/2" No. 18 Common	250'
1 1/2" No. 19 Common	100'
1 1/2" No. 20 Common	50'

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD	
4/4" Com. & Btr.	6 mo. 1 car
RED GUM	
5/8" Com. & Btr.	6 mo. 1 car
4/4" Is & 2s.	6 mo. 1 car
4/4" No. 1 Com.	6 mo. 5 cars
SAP GUM	
5/8" Is & 2s.	4 mo. 4 cars
5/8" No. 1 Com.	4 mo. 2 cars
4/4" Is & 2s.	4 mo. 1 car
4/4" No. 1 Com.	4 mo. 2 cars
QTD. RED GUM	
8/4" Is & 2s.	6 mo. 1 car

QUARTERED WHITE OAK	
4/4" No. 1 Com.	6 mo. 1 car
4/4" No. 2 Com.	6 mo. 1 car
SOFT MAPLE	
6/4" Log Run.	6 mo. 1 car
RED OAK	
4/4" Is & 2s.	6 mo. 4 cars
4/4" No. 1 Com.	6 mo. 5 cars
4/4" Com. & Btr.	4 mo. 1 car
WHITE OAK	
4/4" Is & 2s.	6 mo. 2 cars
4/4" No. 1 Com.	6 mo. 5 cars
QTD. WHITE OAK	
4/4" Com. & Btr.	6 mo. 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

ASH (10 Mos. Dry)
Best or White
10 1/4" Log Run 1 car

COTTONWOOD (6 Mos. Dry)
4 1/4" Box Boards, 9-12" 3 cars
4 1/4" FAS. 1 & 2 Com. 3 cars
4 1/4" FAS. 6 1/2" 10 cars
4 1/4" No. 1 Common 10 cars
5 1/4" No. 1 Common 10 cars
5 1/4" No. 2 Common 2 cars

ELM (10 Mos. Dry)
6 1/4" Log Run 6 cars
8 1/4" Log Run 5 cars
10 1/4" Log Run 8 cars

PLAIN SAP GUM (10 Mos. Dry)
5 1/4" No. 1 Com. & Btr. 10 cars
5 1/4" No. 1 Com. & Btr. 5 cars
6 1/4" No. 1 Common 10 cars

PLAIN RED GUM (10 Mos. Dry)
4 1/4" No. 1 Com. & Btr. 5 cars
5 1/4" No. 1 Com. & Btr. 5 cars
6 1/4" No. 1 Com. & Btr. 2 cars

HICKORY (2 Mos. Dry)
8 1/4" Log Run 2 cars
PLAIN RED OAK (10 Mos. Dry)
4 1/4" No. 1 Com. & Btr. 10 cars
5 1/4" No. 1 Com. & Btr. 12 cars

PLAIN WH. OAK (10 Mos. Dry)
5 1/4" No. 1 Common 1 car
QTD. RED OAK (10 Mos. Dry)
4 1/4" No. 1 Com. & Btr. 2 cars
QTD. WHITE OAK (10 Mos. Dry)
4 1/4" No. 1 Common 3 cars

MAPLE (10 Mos. Dry)
10 1/4" Log Run 1 car

SYCAMORE (10 Mos. Dry)
10 1/4" Log Run 2 cars

CYPRESS (6 Mos. Dry)
1 1/4" Select & Better 5 cars
4 1/4" No. 1 Shop 2 cars
4 1/4" No. 1 Common 5 cars

5 1/4" Shop 5 cars
5 1/4" Select & Better 2 cars
6 1/4" No. 1 Common 4 cars

QUARTERED WHITE OAK
4 1/4" FAS 15,000'
5 1/4" FAS 15,000'
4 1/4" No. 1 Common 15,000'
5 1/4" No. 1 Common 20,000'
6 1/4" No. 1 Common 15,000'
8 1/4" No. 1 Common 15,000'

PLAIN WHITE OAK
4 1/4" No. 1 Common 15,000'
5 1/4" No. 1 Common 25,000'
6 1/4" No. 1 Common 15,000'
8 1/4" No. 1 Common 15,000'

QUARTERED RED OAK
5 1/4" FAS 29,000'

PLAIN RED OAK
4 1/4" FAS 15,000'
5 1/4" FAS 15,000'
4 1/4" No. 1 Common 15,000'
5 1/4" No. 1 Common 20,000'
6 1/4" No. 1 Common 15,000'
8 1/4" No. 1 Common 15,000'

QUARTERED RED GUM
5 1/4" FAS 15,000'
6 1/4" FAS 15,000'
4 1/4" No. 1 Common 31,000'
6 1/4" No. 1 Common 15,000'
8 1/4" No. 1 Common 10,000'

QTD. RED GUM S&B
5 1/4" Com. & Btr. 100,000'
6 1/4" Com. & Btr. 15,000'
8 1/4" Com. & Btr. 250,000'
1 1/4" Com. & Btr. 15,000'
4 1/4" No. 1 Common 250,000'

PLAIN SAP GUM
5 1/4" FAS 15,000'
6 1/4" Com. & Btr. 100,000'
8 1/4" No. 1 Common 15,000'
10 1/4" No. 1 Common 15,000'

Johnson Bros. Hardwood Co.

ENDEAVORING to increase the efficiency of our SERVICE to the consuming trade, we are pleased to announce that in addition to our Band Mills at Percy and Issaquena, Mississippi, we have taken over the sales of Alexander Bros., of Belzoni, Mississippi, with band mills located at Junk, Louisiana, Belzoni, Mississippi, and Memphis, Tennessee.

With the addition of these mills, we will now have available a daily production of ONE HUNDRED SIXTY THOUSAND FEET. This production will constitute all Southern Hardwoods.

There will be no change in our POLICY or PERSONNEL. We will continue to Specialize in Soft Textured RED GUM and CYPRESS.

Your inquiries solicited.

The Frank A. Conkling Co. SOUTHERN HARDWOODS

ASH
4 1/4" to 12 1/4" S&B 2 cars
CYPRESS
4 1/4" Shop & Btr. 1 car
4 1/4" No. 1 & 2 Com. 2 cars

COTTONWOOD
4 1/4" FAS 2 cars
4 1/4" No. 1 Common 2 cars
4 1/4" No. 2 Common 1 car

QUARTERED RED GUM
4 1/4" FAS 3 cars
4 1/4" No. 1 Common 2 cars
4 1/4" No. 2 Common 2 cars
5 1/4" FAS 1 car
5 1/4" No. 1 Common 1 car

PLAIN SAP GUM
5 1/4" FAS 3 cars
5 1/4" No. 1 Common 3 cars
4 1/4" FAS 1 car
4 1/4" No. 1 Common 3 cars
4 1/4" No. 2 Common 1 car
5 1/4" FAS 1 car

5 1/4" No. 1 Common 2 cars
4 1/4" Box Boards, 9-12" 3 cars
4 1/4" Box Boards, 13-17" 4 cars

PLAIN WHITE ASH
5 1/4" FAS 2 cars
5 1/4" No. 1 Common 2 cars
5 1/4" No. 2 Common 1 car

4 1/4" FAS 1 car
4 1/4" No. 1 Common 2 cars
4 1/4" No. 2 Common 2 cars
6 1/4" No. 1 Common 1 car

QUARTERED WHITE ASH
5 1/4" FAS 1 car
5 1/4" No. 1 Common 1 car
4 1/4" FAS 3 cars
4 1/4" No. 1 Common 5 cars
5 1/4" FAS 3 cars
5 1/4" No. 1 Common 1 car
5 1/4" No. 2 Common 2 cars
6 1/4" FAS 2 cars
6 1/4" No. 1 Common 3 cars

Dickson & Lambert Lumber Co.

QUARTERED SAP GUM
4 1/4" Com. & Btr. 8,000'
5 1/4" Com. & Btr. 15,000'
6 1/4" Com. & Btr. 30,000'

PLAIN SAP GUM
4 1/4" No. 1 Common 75,000'
4 1/4" No. 2 Common 100,000'
4 1/4" No. 3 Common 50,000'
5 1/4" Com. & Btr. 100,000'
6 1/4" Com. & Btr. 50,000'
5 1/4" No. 2 Common 30,000'
5 1/4" No. 3 Common 100,000'
6 1/4" No. 3 Common 100,000'

PLAIN RED GUM
4 1/4" Com. & Btr. 15,000'
4 1/4" No. 1 Common 100,000'
5 1/4" No. 1 Common 100,000'
5 1/4" No. 2 Common 100,000'

6 1/4" No. 1 Common 20,000'
6 1/4" No. 2 Common 100,000'
8 1/4" No. 1 Common 1,000'
8 1/4" No. 2 Common 10,000'

QUARTERED RED GUM
4 1/4" Com. & Btr. 15,000'
1 1/4" No. 1 Common 75,000'
5 1/4" No. 1 Common 50,000'
6 1/4" Com. & Btr. 100,000'
QTD. RED GUM, F&B, WOOD
4 1/4" No. 1 Com. & Sel. 20,000'

BLACK GUM
4 1/4" Log Run, Plain 100,000'
4 1/4" Log Run, Qtd. 13,000'

QUARTERED WHITE OAK
4 1/4" Com. & Btr. 15,000'
4 1/4" No. 1 Common 75,000'

Geo. C. Brown & Co.

GAYOSO LUMBER CO.

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED WHITE OAK AND POPLAR

DRY CYPRESS

4/4 to 12/4, All Grades

ONE MILLION FEET READY FOR
SHIPMENT

Send for Special Cypress Stock List

Tustin Hardwood Lbr. Co.

HARDWOODS

THE C. C. COLLINS LUMBER CO.

who operate modern mills at
RHINELANDER, WIS.

and can give you quick shipments in
straight or mixed carloads of all grades
and thicknesses, offer the following:

ALL WIDTHS AND LENGTHS TWELVE MONTHS DRY

BIRCH

4/4" FAS. L. C. L.	4/4" No. 3	150,000'
4/4" No. 1 Common ...	5/4" No. 2 Com. & Btr.	200,000'
4/4" No. 2 Common ...	5/4" No. 3 Common ...	100,000'
4/4" No. 3 Common ...		
5/4" FAS. L. C. L.		
5/4" No. 1 Common ...		
5/4" No. 2 Common ...		
5/4" No. 3 Common ...		
6/4" FAS.		
6/4" No. 1 Common ...		
6/4" No. 2 Common ...		
6/4" No. 3 Common ...		
8/4" No. 1 Com. & Btr.		85,000'
10/4" No. 1 Com. & Btr.		25,000'

HARD MAPLE

4/4" FAS.	4/4" No. 2 Com. & Btr.	30,000'
4/4" No. 1 & No. 2 C.	4/4" No. 3 Common...	100,000'

FOUR MONTHS DRY

WHITE PINE

1x4" Barky Strips....	1x4" & wdr. Merch., 6'.	90,000'
4/4" No. 4.....	1x4" No. 3, 8' to 16'...	30,000'
	1x6" No. 3, 8' to 16'...	150,000'
	1x8" No. 3, 8' to 16'...	200,000'
	1x10" No. 3, 8' to 16'...	200,000'

HEMLOCK

1x4" & wdr. Merch., 4'.		60,000'
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SOFT MAPLE

4/4" No. 2 Com. & Btr.		30,000'
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BASSWOOD

4/4" No. 1 Com. & Btr.		30,000'
4/4" No. 1 Common...		30,000'
4/4" No. 2 Common...		60,000'
4/4" No. 3 Common...		70,000'

SOFT ELM

5/4" No. 2 Com. & Btr.		30,000'
5/4" No. 3 Common...		15,000'

ASH

4/4" No. 2 Com. & Btr.		35,000'
4/4" No. 3 Common...		20,000'

ENDORSED 72%

of the woodworkers
of Grand Rapids
have placed their
stamp of approval
on the

Grand Rapids Vapor Kiln

by using them exclusively

GRAND RAPIDS VAPOR KILN

GRAND RAPIDS, MICHIGAN

WESTERN VAPOR KILN COMPANY, SEATTLE, WASH.

The Imperial Lumber Co.

MANUFACTURERS & DEALERS

HARDWOOD LUMBER

COLUMBUS, OHIO

W. Virginia & Ohio

HARDWOODS

Chestnut Oak Poplar
Basswood Beech Maple
Oak Flooring

MILLS

Holly Junction, W. Va. Athens, Ohio
Gauley, W. Va. Applecreek, Ohio

Bigelow
HARDWOOD PRODUCTS

The Brand of Quality
25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN



Hardwood Record

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THE HARDWOOD COMPANY

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Vol. LI

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Review and Outlook

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GARDEN

General Market Conditions

BUSINESS IS STILL PLODDING ALONG the road to the future, rather weary and ragged and cautious in its steps, but conscious that the worst of the mires are behind it and that somewhere ahead lies the warm fire glow of prosperity. The consciousness that the worst is over and that the goal is within reach is inspirational, even though it be a fact that other rough spots must be passed. In the beginning of the long journey through the sink holes of the past year and a half, the procession started 100 per cent fit, rendered strong and confident by unprecedented prosperity. Some dropped immediately, others fell out of line in the midst of the gruelling punishment, but the outstanding feature was the steadfastness with which business withstood the shock of depression. HARDWOOD RECORD has cautioned that any increase in business failures which might come now in the face of current slight improvement in conditions could not be attributed to further slump in business, they being rather the result of a thorough exhaustion entailed by the long and arduous fight. Many have come through the worst part of the journey unable, either because fundamentally not strong enough, or because of unfortunate judgment, to conclude the final steps to prosperity. The toll will be heavy during the next few months, though gradually decreasing because of slightly returning strength brought about by the stimulus of slowly improving business.

The claim that the road ahead will permit consistent progress, although marked by difficult spots, is borne out by the circumstances. In the furniture trade, for instance, the much improved prospects immediately following the furniture shows have recently been rather dissipated by cancellations of slack orders since then. HARDWOOD RECORD, though, still insists that good furniture, correctly priced, will find a market. Then, too, in connection with the furniture sales it must be remembered that building records are actually favorable, and that an exceptionally high percentage of the total is in residence building. Large quantities of new furniture will go into these homes. The difficult feature is the surplus of older designs, manufactured before the new lines were put out at the July markets, and in most cases merely to keep factories and workers going. The most active sales were in the new articles, the result being a practically nil movement of the warehouse stock. HARDWOOD RECORD is of the opinion that right prices would have

moved considerable of this stock and can be counted upon still to considerably reduce it.

The whole country has been cheered by evidence of improvement in the South, due to the advance of cotton, but will be shocked by the sudden drop a day or two ago. It must be remembered, however, that this latter influence is without a doubt the result of usual manipulation, it being a further encouraging fact that the cotton men apparently were not overly optimistic as to the rapid advances holding, the belief being rather general that the rise was more rapid than was justified by actual conditions. Attention is called to the rather analogous fact that in the South a short crop is looked upon as a favorable feature. A very large measure of the weakness in lumber and business in general has resulted from the disastrous collapse of cotton values, and the vast frozen credit resulting from the impossibility of moving cotton at any price. Now, though, with cotton movement substantially improved, even though the drop in cotton value set them back again somewhat, the credit situation in the South will be eased. The result, of course, can not be in the nature of improved sales. Just as important, though, is the matter of increased financial strength behind the stocks already piled at mills. Even the slightest measure of improvement in money condition in the South, due to cotton improvement, will directly react favorably upon Southern hardwood lumber, and the degree of this improvement in lumber will be in direct proportion to the improvement in cotton. A noticeably better tone has been experienced of late in Southern sections, due to the widespread betterment in the cotton situation. The current reaction will, of course, have its effect, but the net result is a substantial gain over the recent low ebb.

It is, indeed, pleasing to note the consistency with which building is fighting to gain its normal position. While there is still a general dearth of large projects, the total figures are encouraging, and the heavy percentage of resident construction, either houses or apartments, is a good omen in that such work averages a substantial portion of wood. The millwork trade is in general reported to be doing a brisk business, and a further reflection of the building activity is seen in the strength with which the demand for building lumber holds.

At the present writing it is not at all unlikely, though not as yet provable by definite statistics, that at least ninety per cent

of the Southern hardwood producing capacity is inactive. In the North a slightly larger percentage of sawmill equipment is still running, though on short supply of logs, which soon will be exhausted. In the Spring *Hardwood Record* predicted that by the first of July seventy-five per cent of the hardwood lumber to be made this year would have been manufactured. That prediction held substantially true, and it is safe further to predict that by the end of September practically all of the hardwood lumber to be made this year will have gone through the mills. In the meantime, with the production of new stocks practically at a standstill, the gradual shipments, even though meager in some cases and considerably below normal in others, are wearing away at the excessive stocks. Just by way of graphic illustration it might not be amiss to state the situation in figures. Present mill stocks are probably not more than 100 per cent of what was formerly considered normal. Shipments on the other hand might be assumed to be sixty per cent of normal. Were everything working smoothly and normally it would take an average of about six months to turn over a mill stock. Thus at the current rate of shipments, the entire available stock would be exhausted, providing current plans for almost total curtailment were not altered, within nine or ten months. This, of course, is a theoretical deduction, but is based on conditions that are actually existent. One observation which may be gained from a survey of this situation is that the future of the hardwood movement will not depend so much upon the relation between production and shipments as it will upon such improvements in the financial strength behind present holdings as may develop. Thus evidence of gradual, though apparently real improvement of financial conditions in general and such specialized movement as is likely to be brought about through betterment in cotton conditions, are noteworthy.

HARDWOOD RECORD is still entirely of the opinion that the remainder of this year and the early months of next will be given over largely to the rebuilding of foundations for new business prosperity without those visible signs of progress which are more discernible as the superstructure is erected. This period will likely be marked by certain leveling in values with the constant tendency to growing firmness in prices, which firmness will of course be combatted with decreasing persistence by the offerings of those whose financial position may now be, or may become, jeopardized. *HARDWOOD RECORD* further believes that it is not at all beyond the realm of possibility, though by no means certain of development, that there may be distinct flurries in hardwood items following changes in supplies and demands as they are shown to materialize with succeeding months. In other words, as frequently stated before, the general movement will be gradual and for betterment with the possibility that improvement in the hardwood lumber situation may come abruptly, due to apparent betterment in demand and growing evidence of broken supplies.

The War God Must Be Overturned

WHEN SENATOR WILLIAM E. BORAH, the prophet of disarmament, declared that it "is the most vital problem in the world today" he did not exaggerate.

It was singularly appropriate that the senator should have made

this statement to the business men of the country through "The Nation's Business," the publicity organ of the Chamber of Commerce of the United States. Disarmament is a problem which should profoundly interest the business man, because it is largely an economic one. During the three years since the conclusion of the World War the business men of the country have been ceaselessly harassed by the heavy burden of taxes which was acquired through our participation in the war. They have wracked their brains to discover some abracadabra, by the saying of which they might lighten this load. But no such magic is to be found. All their thinking has come to nothing, and they have accomplished about as much as a squirrel chasing his tail in a revolving cage.

Now disarmament offers a solution to the stubborn problem. Business men could do nothing more worthy of men of their responsibilities than to interest themselves in this question and see that it does not suffer from indifference. Disarmament can only be accomplished through a thoroughly aroused public opinion, not only in this country, but in all other major nations, and American business men will be doing a tremendous thing if they exert their influence to bring about this favorable incitement of the public mind.

It is evident that the world's burden of government, which is another way of saying taxation, would become only nominal were the nations relieved from the necessity of going about armed to the teeth. This is common sense that could not be more obvious. Therefore, the inescapable answer is—"Disarm!" It is civilization's only hope of salvation. The logical conclusion of a continuation of modern armaments is the destruction of humanity, and the giving over of this beautiful world to the lion and the jackal. For the inevitable result of armaments is war. It has been so in the past and it will continue so in the future. We have seen that it takes only a spark to set a world afire and a few more burnings such as we have just passed through and man's race will be run.

The Tragedy of High Rates on a Hand-bill

A STAR WITNESS for the Southern Hardwood Traffic Association in its fight before the Interstate Commerce Commission for lower rates on hardwood lumber has come from Eunice, La., through the mails. It consists of a hand-bill upon which the Newell Lumber Company, Ltd., announces that it will sell a half million feet of inch oak lumber four to fourteen inches wide, for \$7 per wagon load. In order to excuse this ridiculous prodigality the company explains that the lumber is offered at this figure because of "excessive freight rates, which do not permit us to ship certain grades of hardwood lumber to consuming points."

It is necessary to say very little more concerning this matter. The whole tragedy of confiscatory freight rates is told in this hand-bill, except that conditions are even worse at mill points where there is not sufficient population to absorb any appreciable quantity of lumber. At these places, and they are in the majority, the lower grades must be burned or sold for cost, or less. Of course, this can't go on. It is unbelievable that a reasoning body, such as the Interstate Commerce Commission is presumed to be, can refuse to lift so devastating a handicap from a worthy industry.

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In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

Subscriptions with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are not subject to our option.

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Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

A "Hawk" in the Furniture Barnyard

Covert Methods of Cincinnati Attorney in Campaign Against Misrepresentation of Furniture Invoke Condemnation

The furor which one George S. Hawke of Cincinnati, Attorney and Counselor-at-Law, has created in the furniture industry and trade may be likened to the disturbance which results in a populous barnyard when a real hawk of the bird genus swoops down to pluck a victim. This lawyer Hawke has created consternation, anger, resentment, disgust, curiosity (in quantity) and perhaps even sympathy. The apparent anonymity of a part of his campaign against misrepresentation for walnut or mahogany of furniture made partially or wholly of other woods, caused first the American Walnut Manufacturers' Association and then the Mahogany Association to disclaim any connection with the campaign and express their strong disapproval of the methods pursued.

Condemnation of this covert method also issued from other sources. In an editorial appearing in its issue of August 25 **HARDWOOD RECORD** took notice of the "Friendly Warning" which Hawke's agents had been sending to members of the retail furniture trade presumed to be misrepresenting walnut or mahogany stained furniture as genuine. **HARDWOOD RECORD** condemned this procedure in unequivocal terms, declaring that this propaganda, "while resting on a good principle, is ill-conceived, and because its source is anonymous and its spirit steeped in misrepresentation, its re-action must eventually be harmful." The Associated Advertising Clubs of the World, sent out a bulletin from their New York headquarters disapproving the Cincinnati attorney's methods in very emphatic terms. "From the literature which has been sent in to us it appears," said this bulletin, "that Mr. Hawke is conducting his campaign for the purpose of discouraging the imitation of walnut and mahogany used in the manufacture of furniture, and he has asked the co-operation of local Better Business Bureaus in his work.

Upon its face the matter would appear to have merit, but the methods which Mr. Hawke, apparently proposes to pursue in conducting his campaign are not in line with the work being done by this committee and do not meet with our approval.

Mr. Hawke's plans as detailed to us include the sending out of anonymous notices or "Friendly Warnings." He states that he is not permitted to divulge the names of men who are backing his movement and so words his literature that prosecution is implied.

In our endeavors to correct wrong merchandising and advertising practices, it has been this committee's experience that temporary compliance with its suggestions are not sufficient; that educational methods are to be preferred because they are more lasting.

We never send out anonymous communications and do not countenance threats even by implication, and the purpose of our work as well as the names of the men who stand behind the work, are at all times open to the public.

This bulletin was signed by Richard H. Lee, counsel for the advertising clubs, and transmitted to **HARDWOOD RECORD** by Frank F. Fish, secretary-treasurer of the National Hardwood Lumber Association.

An Extensive Propaganda

But these anonymous warnings, which received such prompt and general condemnation, were only a small part of Attorney Hawke's campaign against the so-called misrepresentation of furniture. Over his own signature he sent hundreds of letters to retail furniture dealers asking these dealers, in the strictest confidence, to inform upon any other dealer in their section who might be offering for sale gum or birch furniture under the name of walnut or mahogany. Similar letters were sent broadcast to furniture manufacturers and likewise to newspapers and periodicals, though in the case of newspapers they were asked to disclose the name of any publication known to them which might be accepting advertisements misrepresenting furniture.

Preceding the propaganda over the Hawke signature there came

letters from a certain "E. Scoggin, Home address, 1792 Valence St., New Orleans, La.," apparently dove-tailing with the Hawke attack on the furniture industry, but having no positively provable connection therewith. These letters appealed to the public to realize the extent to which it is being hoaxed by so-called walnut and mahogany furniture and were sent to the newspapers and trade periodicals throughout the country. Some of them found their way into print and resulted in an exchange of letters between Mr. Scoggin and A. C. Brown, secretary of the National Alliance of Case Goods Manufacturers, which revealed some asperity on both sides.

All of this propaganda and correspondence stirred up such a confused discussion of Attorney Hawke and his purposes that **HARDWOOD RECORD** decided to go direct to that gentleman to put him on record in so far as possible as to his specific intentions, his backers, the procedure to be used in carrying out his threatened prosecutions, and the progress to date of his campaign.

Statement From Hawke

Under date of September 2, Mr. Hawke replied:

Our plans are to discourage misrepresentation of furniture in the advertisements of retailers and of the retail furniture salesmen to the public and any misrepresentation to the retail furniture dealers on the part of the manufacturer. It is interesting to note that while many of the retailers write to us and blame the manufacturers, we cannot get a single manufacturer to admit that they are in any way at fault, but that on the contrary the retail furniture buyer knows or ought to know just what he is getting. It is not our wish in the least to discourage the manufacture and sale of furniture made of the cheaper woods. They have a very proper place and no one would be foolish enough to deny or dispute it, but we do think that when the public asks for walnut or mahogany furniture, that they should not be sold gum or birch stained walnut or mahogany color. You will be interested to know that some salesmen and some stores call anything and everything mahogany that has a mahogany color, irrespective of the kind of wood of which the furniture is made.

I cannot give you the details of the program at this time, but from the favorable replies of the newspapers of the country, I know that they will refuse to accept the advertising of firms who we can prove guilty of misrepresentation and then we will be ready to put on an educational campaign of newspaper advertising to the public, directed so that it will insist upon receiving the kind of furniture it wants and asks.

Withholds Client's Name

In reply to the request that he give the name of his client in this campaign Mr. Hawke had this to say:

I wish to say that my connection with the movement is purely professional, that of attorney and client. The movement is for the benefit of the buying public, and we have the strongest endorsement of many of the country's largest retailers of furniture as well as others. It is financed and backed by men whose standing is the highest. I am not permitted to divulge their names at the present time, because they do not care to run the risk of being boycotted by concerns who do not favor the movement.

Thus it will be seen that there is little hope of finding out from Mr. Hawke just now the identity of the "man higher up." There has been a great deal of gossip as to the identity of this person, or persons, but thus far there is nothing in this regard authentic enough to warrant publication.

Mr. Hawke declared in his statement that "a great nationwide interest has been aroused in our campaign and we have received many hundreds of replies and many valuable suggestions from all over the country.

The program which we have mapped out for ourselves is quite extensive. We have circularized twice the retailers of the whole country and the manufacturers once. In addition to this we have written hundreds of personal letters. The replies which we have received have been very interesting and most encouraging.

Mr. Hawke was asked if he had begun a specific prosecution and under what statutes and in what courts he expected to proceed. He replied to this:

We have not yet begun any prosecutions, but plans have been made along several lines for that purpose, the most important of which are of course the specific counterfeit and cases involving interstate commerce, which we will file with the Federal Trade Commission. In the decision of those cases by the Federal Trade Commission we hope to be able to get them to announce just what is meant when furniture is described as walnut or mahogany. Whether a piece of stained birch or gum with a small amount of real wood can be designated mahogany or walnut "mush" and just when the words "imitation" or "combination" can be used, etc., etc.

I cannot in a brief letter lay before you all the various laws under which we could bring prosecutions, but I will just refer to a few. For instance, the Advertising Law of Kentucky. I have it in the form of House Bill 46. Also Ordinance 274, Series 1914, of the city of Louisville, Ky., being an ordinance to prevent fraudulent, deceptive and misleading advertising. Also advertising laws under the Penal Code of the United States, section 443 and section 215, etc., etc.

Following this, Mr. Hawke remarks that he has had "a number of interesting interviews with furniture men and lawyers who have come to see me since the inauguration of this campaign."

Labeling Law Suggested

As a remedy for the misrepresentation against which he is campaigning Mr. Hawke advises that a labeling law, such as suggested by "a Minnesota manufacturer of dining room furniture," has received wide and almost unanimous endorsement. Scores of letters sent to furniture manufacturers have elicited favorable replies, he says.

This Minnesota manufacturer suggested that a label be placed on each article of furniture by the manufacturers, "setting forth the material used, and a law fixing a punishment for the removal of such label before the final sale to the customer."

Mr. Hawke concludes his letter with this statement:

Now I have tried to answer your letter as briefly as possible, and will be glad to answer any further questions which you may have, if it is in my power to do so. We feel that we need your assistance as well as the assistance of all other honest business men who intend to succeed along honest lines. This misrepresentation, as you are well aware, works a serious hardship upon the honest dealer and we wish you could see the hundreds of commendatory letters which we have and we would be glad to show them to your representatives if you can at any time favor us with a call.

Methods Not Aims Resented

There seems to be no quarrel with Mr. Hawke on the score of the desirability of stopping the misrepresentation of woods in furniture. All of those who have had occasion to disclaim him or to indulge in controversy with him agree that there is nothing that any strictly moral-minded person can say for misrepresentation of any product. What they do object to, and this most seriously, is the resort to anonymous "warnings," the apparent effort in all communications to dealers and manufacturers to intimidate them by a veiled threat of prosecution, the steady refusal to disclose the identity of the backers of the campaign, and the actual misrepresentation that has appeared in some of the correspondence, namely, in one of the Seoggin letters. In this case Mr. Seoggin stated that "there is no genuine mahogany that comes out of the Philippine Islands. There is a very good substitute, the U. S. Government says, for mahogany coming from the Philippines. There is one manufacturer I have in mind who is putting out solid mahogany furniture and he is making it out of the Philippine substitute, and he is calling it genuine solid mahogany and is shipping it interstate, and trouble may overtake him before he realizes it, as the Government has requested information along these lines and the Government is liable to get that information."

Some of the users of Philippine mahogany who read this statement were greatly distressed by it. The Indiana Quartered Oak Company of Long Island City, N. Y., importers of Philippine mahogany, write that they have told their "customers that as far as Philippine mahogany is concerned they could set their minds at rest, as the Forestry Bureau, for many years, has classed African and Philippine mahogany together as commercial mahogany in their official bulletins and reports on mahogany imports. We have also called their attention to the fact that neither African nor Philippine mahogany are true mahogany botanically, the only true mahogany botanically being 'swietenia mahogani,' which

grows only in the West Indies and parts of Mexico, Florida, and to a small extent in the northern part of South America."

All mahoganies are sold with the prefix, showing where they are cut and the character of the wood, viz.: Cuban, Mexican, African and Philippine.

African mahogany and Philippine mahogany are and have been for many years recognized as "commercial mahogany," and the fact that neither of them is true mahogany botanically is of no practical importance.

Also, the Eastern Freight Classification Committee classes Philippine mahogany with Mexican and African, and this wood has to pay the same freight rate, viz.: 5th class.

Many experts are unable to distinguish Philippine mahogany from African when finished, and the only reason that Philippine mahogany is sold at less price than African is because it is manufactured in the Philippine islands, pays no duty, and only the upper grades are exported. Consequently, the freight and high cost of manufacture and duty do not have to be figured as overhead to the upper grades to offset the loss on the poor end.

Denounced by Mahogany Club

Before proceeding with the interesting history of the anti-misrepresentation campaign as shown by the correspondence of Hawke, Seoggin and others, it is only fair to the Mahogany Association to quote a letter of condemnation received from J. C. Wickliffe, acting secretary of the association, from the headquarters in New York City. To quote the letter:

There has come to our attention the commendable article in your August 25 issue entitled "Deplorable Propaganda," dealing with certain anonymous literature that recently made its appearance, purporting to come from a "Hardwood Lumber Salesman," and which is directed at the retail furniture trade.

Inasmuch as both mahogany and walnut are mentioned in the so-called "Friendly Warning" leaflet, we regret you did not have the opportunity to communicate with the Mahogany Association before your issue went to press.

Unfortunately, the vocabulary permissible in public dictation is woefully inadequate to appropriately express disapproval of such methods as were made use of in this literature referred to. But holding itself within the prescribed bounds this association desires to register its strongest condemnation of such methods and to classify them as in its opinion meriting the contempt of all reputable members of the hardwood industry.

This scurrilous leaflet came to our notice almost coincident with copies of certain letters of similar vein, bearing the signature of one G. S. Hawke, and appearing on the letterhead of Geo. S. Hawke, attorney-at-law, First National Bank building, Cincinnati, Ohio. Because of the mention of mahogany in both the leaflet and these letters this association felt it incumbent upon itself to make an investigation of this man's activity. It, consequently, sent a representative to that city and ascertained that Hawke was the party who had issued both the signed letters and the anonymous literature. It was able to ascertain the name of the party Hawke claimed had retained his services. The success of our investigation, which is still under way, might be jeopardized by publishing this name at the present time. It is our hope that ultimately we shall be able to uncover the real individual responsible for Hawke's pernicious activity.

The Mahogany Association will regard it as a favor if *HARDWOOD RECORD* will give publicity in its next issue to this letter to the end that the hardwood industry and the furniture industry (both manufacturing and retail) may be apprised of the effort that is being made by this association to definitely and unquestionably ascertain the identity of the perpetrator of this covert attack upon the good names of both.

The first appearance of the propaganda which has stirred up a sizeable tempest in the furniture and hardwood industries, was in the following letter which was addressed to newspapers and trade periodicals, with the idea of securing its publication:

Do you realize, Mr. Reader, that probably 75 per cent of the furniture you imagine is made of real walnut and real mahogany is mere imitation, sometimes with a very thin layer of veneer of the real wood stuck on the top? Very often the imitations are very poor and fade out, shrink and warp out of shape a year or two after you have paid for them.

Further, do you know that you have no redress simply because you do not know the technical description of imitation. When you are told furniture is walnut finish, mahoganized and birch mahogany, it all means furniture made of inferior wood, often cheaper than common pine, that it has been stained with either walnut or mahogany coloring matter.

The United States government has a pure food and drug act which compels the manufacturer to plainly state on the label when it is an imitation or substitute, etc.

Please immediately write your senator or representatives at Washington, D. C., urging them to pass a law compelling manufacturers to label their furniture with their name and address and guaranteeing the kinds of woods used in different parts of each piece of furniture they manufacture.

What honest argument could there be against such a law?

(Continued on page 21)

Association Cost Accounting Delimited

Member of Federal Trade Commission Sets Limitations, Which Are Disputed by Head of Millwork Cost Bureau in Defending Methods of His Organization

"An adverse decision as to average costs could not be construed as a criticism of the methods" of the Millwork Cost Bureau, according to a letter written by F. J. Moss of Kansas City, Mo., president of the Bureau, to Nelson B. Gaskill, acting chairman of the Federal Trade Commission.

Mr. Moss's letter explained in considerable detail the methods employed by his bureau and was written as the result of a statement issued by Mr. Gaskill, in which the latter heartily endorsed the education by trade associations of their members in proper methods of cost accounting, but expressed the opinion that an organization which went beyond this and attempted to reduce the individual costs to an average or uniform cost basis and procure the use thereof by the group would be tending to become, or would actually become, an unlawful combination acting in restraint of trade.

While explaining that the methods of his bureau do in effect depart somewhat from strictly individual cost accounting, they do not, Mr. Moss said, result in "average costs as to materials nor as to labor." He expressed the confident belief that the Government could do no more than "look with favor upon the work being carried on by" the bureau. In fact, he pointed out to Mr. Gaskill that "the activities and records of the Cost Bureau have been investigated by the Department of Justice without one word of adverse criticism." Furthermore, "The investigators of the Federal Trade Commission have made similar investigations with only words of commendation." In this connection the exact words of Mr. Hurley, former chairman of the Federal Trade Commission were: "It is the most classic thing that has been brought before the Federal Trade Commission."

Mr. Moss said that he was "astounded" at Mr. Gaskill's suggestion that the cost lists issued by the Millwork Cost Bureau "might be used to form a combination in restraint of trade." The lists could be so used, Mr. Moss admits, but "of the millions of lists that are issued covering every conceivable line of product, any one of them might be used as a basis for an agreement in restraint of trade. But to assume that it will be so used is manifestly unjust to the industry. Might as well prohibit the publication of a table of contents of steel or wood, which is based upon averages, or prevent the use of any scientific method which might be used illegally; might as well close our public schools where mathematics are taught, which might be used in restraint of trade.

"Our lists, as all other lists, are published in the interest of economy, and if any man or group of men use such lists illegally, it is their acts, and not the lists, that should be held accountable," he continued.

The Commissioner's Opinion

Commissioner Gaskill's opinion was that the issuance of these lists "is a trend toward uniformity of selling price and the lessening of competitive sales on the basis of efficiency. The effect might be—in the absence of an ability to forecast consequences, we cannot say it will be—to characterize the Bureau as a combination to lessen competition and to restrain trade, even to create monopoly," the Commissioner said.

Mr. Gaskill's views on the legality of the Bureau's methods were expressed at the request of Mr. Moss, who desired to have them in connection with a proposal to incorporate the Bureau.

The Bureau's Methods

In order to clarify Mr. Moss's contentions it is now necessary to quote the greater part of the description of the functions of his Bureau which he gave to Commissioner Gaskill. He said:

You can understand that to install a cost system, the effect of which

would be only to reflect the profit or loss upon a given piece of work, after it has been sold and manufactured, without being in position to avoid contracting unprofitable business, would be of no avail, and serve no purpose further than to gratify one's curiosity as to the outcome in each individual case.

Therefore it was deemed advisable that in addition to being in position to supply expert cost accountants to our members, a part of our work would consist of assembling information from all members, based upon their experience of the cost of manufacturing any particular product or article, and that such information should be used for the purpose of compiling a list, which list would be subject to such discount as any member might see fit to make.

Here let me suggest the main purpose of lists, not only in our line, but all lines, which is to reflect differentials as to different sizes and kinds. That is to say, if experience proves that it costs a certain amount of money to manufacture an article of a certain size and design, a list is prepared with a view of truly reflecting the increased or reduced cost of manufacturing a similar article of the various sizes that might be called for, these lists and differentials, as stated, in no case being a cost or selling price, but a list from which a discount is made according to the discretion of those making a price.

I realize perfectly well that names and organizations may be used as a cloak for doing illegal acts in restraint of trade; but from the inception of the Millwork Cost Bureau there never has been, so far as I know, a single word spoken or written bearing upon anything except the purpose as set forth, namely, the installation of cost systems and the gathering and disseminating of information bearing upon costs.

I note in yours of July 12 you approve of individual members establishing their own costs, but you question the legality of what you term "average costs." If you were conversant with the situation you would realize that your suggestion of individual members establishing their costs in advance upon the various designs called for, is impossible of accomplishment for various reasons; namely, a planing mill is constantly called upon to produce new designs, and a new design might present but little difference in appearance, but represents a tremendous difference in the cost of production. This identical article might have been produced at some other plant or in some other section of the country, and under our plan the experience as to costs of a plant located at any point is assembled and made available for other members who might be called upon to produce the same article. If this information were confined to the product of one plant making a price, the estimator or mill man would of necessity be compelled to guess as to the probable cost; and ordinary prudence should suggest that a price be made sufficiently high to cover any cost growing out of uncertainty.

Not Afraid of Courts

Unfortunately these costs are frequently very much in excess of what even an experienced mill man would have reason to anticipate; and it seems incredible that any commission seeking to support industry would frown upon any plan that would permit of intelligent pricing, at the same time leaving each individual person or concern absolutely free to quote such price as they might see fit. Neither can I believe that any court of justice would even seek to discourage the procedure as outlined.

I wish to direct your special attention to Exhibit No. 110-1 enclosed herewith. This is the form used by the Cost Bureau. Please note at the top of each page the following:

COST EXHIBIT SERVICE. These Cost Exhibits are issued to serve the membership as guides in predetermining the probable cost of similar work. All information from which they are compiled represents an actual experience of some member—firm—the only change from the contributor's record being that Material is computed at rates representing the Chicago market. Wages and Burdens at rates representing an average of the entire membership. The Total Costs thus obtained should be recalculated on a basis of your own rates to reflect your own conditions. See blank form provided for that purpose on the reverse side of this exhibit. **MILLWORK COST BUREAU, 11 SOUTH LASALLE STREET, CHICAGO.**

You will observe that the attention of the member is called to the fact that these exhibits are issued to serve the membership as guides in predetermining the probable experience of some member—firm, and that the only change from the contributor's record being that material is computed at rates representing the Chicago market. This should make plain to you that there is no attempt to use an average cost of material to all members. Necessarily some basis must be used, and the Chicago market was naturally selected because our office is located at Chicago. At the

same time the blank provided a place for the individual member to insert his lumber costs, which is the only correct practice.

In the matter of wages and products as stated, the average of the membership reported is used because it would be ridiculous to use as a basis the time consumed or the wages paid by any individual member, which might vary greatly, and the law of averages is the best possible guide.

Please note the next paragraph: "The Total Costs thus obtained should be recalculated on a basis of your own rates to reflect your own conditions." Could there be anything more definite or plain than that the whole purpose of the work of this organization is to acquaint each individual member with his own costs, leaving him free to quote such prices as he might see fit?

Now, as to your suggestion that each individual member should conduct his own cost system, the Bureau is constantly urging the necessity of this procedure, but in the case of a large number of the very small operators, the employment of a man competent to conduct a cost system intelligently would represent a cost that in their opinion would be excessive; but as stated, no concern, large or small, could compile a schedule of costs except upon such items represented in their own product. Furthermore, as you have well said, prices in markets and costs are constantly changing, and this is the strongest possible argument in favor of the work carried on by the Bureau because as those changes take place the cost schedules are revised at the central office, and the members are provided with such schedules at a cost of approximately six cents each, while to undertake to revise them at the plant of each individual company would be impossible and represent a tremendous outlay if undertaken. A revision of these schedules, keeping them up to date, would necessitate the employment of one or two highly technical high-priced men in each plant, and would represent a waste and expense that would necessarily have to be borne by the public.

The necessity of some organization of this kind will be appreciated when I call your attention to the fact that the product of no two days of a planing mill is the same. That is to say, that practically every day the estimator for the planing mill is called upon to quote prices upon some new article so far as his operations are concerned. We have thousands of architects constantly devising something new, and in the absence of some guide as to the cost, the estimator can do nothing more than venture a guess, which might be too high or too low. So that it is the purpose of the Bureau in compiling lists upon the various articles made by any and all members, to place in the hands of the estimator the information that enables him to establish a price based upon the experience of some mill or mills where the article has been made.

Experience of All Is Used

It is the custom of the Bureau to call its entire membership to supply information showing the number of hours consumed, and the material used, and the overhead applied in determining the cost of the various products of their mills; and as stated, the lists are established from the average as reflected from any mill or mills where the article may have been produced. The result is that any individual mill or estimator, by having constantly on file the schedules or lists as supplied by the Bureau, has at hand the actual results as to costs in the factories where such articles have been made, thereby enabling him to intelligently base an estimate on the past experience, at the same time taking into account any condition favorable or otherwise within his own plant that might have a bearing on the price he could make.

In order to make myself plain, will state that up to this time the Bureau has made no attempt to ascertain as to prices being made by any member; nor has it in any way, shape, or form, reported to its members as to the prices being quoted in a general way, or upon special bills by its members.

You suggest that the issue of a list might be subject to question for the reason that some member might use such list and disregard his own costs. Any member that would use the list as published by the Bureau without applying a discount would be all the way from fifty to seventy-five per cent above prices made by his competitors. And, as stated, in applying his discount there is no suggestion from the Bureau; and furthermore, if there were, competition would prompt him to apply a discount somewhat lower than that which he had reason to think would be quoted by his competitors.

Again I respectfully urge that even if the Court should decide that the publication of average lists is illegal, it would not apply in the case of the Bureau lists, for the reason as fully set forth, the lists as published by the Bureau are based upon lumber costs at a given market, with average cost of labor of members reporting; so that the lists are neither average costs as to materials nor as to labor.

You suggest that the publication of such lists would have the effect of depriving the efficient of any advantage. Inasmuch as each individual member establishes his own cost and his own selling price, I am unable to ascertain wherein it would deprive the efficient of any advantage he might have.

You say that standard costs (which does not apply to the lists issued by the Bureau) disregard facts, and that costs vary continually, not only with individual mills but with the whole industry.

This is true, and, as stated, this information is provided by the Bureau to its members promptly at a small fraction of what would be the cost if undertaken individually.

There is much talk in these days about economy and efficiency. The entire work of the Bureau is to that end. As I understand your criticism is predicated on the theory that the Court's decision would be against the issuance of a list showing average costs. However, in my subsequent interview with you, you expressed the opinion that the Court would not rule against such list; and, as stated, I cannot conceive of any court prohibiting the assembling and dissemination of such information.

But in any event, inasmuch as the lists as issued by the Bureau do not reflect the average cost of materials, an adverse decision as to average costs could not be construed as a criticism of our methods.

Further Uniform Cost Facts

This interesting correspondence attracted the attention of E. W. McCullough, Manager of the Fabricated Production Department of the Chamber of Commerce of the United States. Mr. McCullough, agreed with the Trade Commissioner "that cost accounting which leads to the adoption of 'averages' or 'standards' to be used by the members of an industry is not only wrong but defeats the real purpose of cost research, which is to develop facts." But he desired to be further enlightened as to Mr. Gaskill's "attitude toward 'uniform cost accounting,' and its use by members of trade associations." He explained that "we refer to a standard plan or method which may be developed and used by the producers of a certain line whereby they figure their costs by the same rules, including in them the same elements, and differing only in results because of the variance in size of plants, equipment and local conditions—uniform as to fundamentals.

"Is there, in your opinion," he asked in a letter to the Commissioner, "any reason why such a system may not be developed and used lawfully in an industry? Again, if conversion costs only be dealt with, is there any legal bar to the collective study of costs by the members of an industry using such uniform cost system?"

These questions resulted in a letter from Mr. Gaskill in which he reiterated and further developed the opinion which he had given Mr. Moss. This letter is of distinctive value to all trade associations as it, together with a further exchange of letters between Commissioner Gaskill and Mr. McCullough, makes quite clear the present attitude of the Trade Commission on cost accounting standardization. Accordingly the important paragraphs of this letter and other correspondence will be quoted:

FIRST LETTER, MR. GASKILL TO MR. McCULLOUGH: There has been much misunderstanding and unfortunately not a little misrepresentation of the attitude of this Commission on the subject of uniform methods of cost accounting. In fact, it seems to be difficult to secure even for the most carefully worded statement a proper appreciation of the Commission's position, yet it is really very simple, namely, that it is strongly in favor of such work provided it is done scientifically and accurately and is not used for ulterior purposes in violation of the law.

No governmental agency in this country except possibly the Treasury Department has had so much occasion to observe the existing defects in cost accounting methods, but the Commission is glad to record its opinion that there has been on the whole a considerable improvement in recent years. The work of this Commission would be greatly facilitated by further improvement in cost accounting methods and also in fact by a greater uniformity in methods provided proper methods are chosen as the models.

There has been a good deal of indifference and ignorance shown by individual companies regarding the methods of ascertaining costs. Accurate cost finding in some cases, however, appears to involve an expense that some business men regard as greater than the benefits, while in some industries the technical or theoretical difficulties in getting accurate costs are no doubt very great.

As long as the principles of cost accounting are sound and the methods used are adapted to secure accuracy of individual results, and provided that the results are not used directly or indirectly for ulterior purposes of an illegal character, the Federal Trade Commission is in favor of the study and development of uniform cost accounting by trade associations, or otherwise.

There is evidently nothing illegal in such a practice, but it is always well to remember that though innocent in itself, it has sometimes been perverted to serve the ends of collusive price control, and, when it is so used, no matter whether directly or indirectly, then restraint of trade is involved.

With respect to uniform methods of determining conversion costs the same principles and conclusions would also apply.

SECOND LETTER, MR. McCULLOUGH TO MR. GASKILL: In acknowledging your favor of the 25th ultimo I am much gratified to note

(Continued on page 20)

The Manufacture and Seasoning of Oak

By David G. White, Forest Examiner, U. S. Forest Service

*Seasoning of Oak

Oak may be air seasoned or kiln dried, depending upon such factors as local facilities, speed of production required, and the final moisture content to which the material must be dried.

AIR SEASONING: Stock to be air dried should be piled in uniform lengths and widths. Plenty of circulation should be provided by piling on foundations largely open at the sides and front and rear ends. Upward ventilation is provided for by leaving a space between the edges of the boards and by the use of stickers between

6 4 inch thick 12 feet long—50 to 55 courses high.

6 4 inch thick 14 feet long—55 to 60 courses high.

6 4 inch thick 16 feet long—60 to 65 courses high.

8 4 inch thick 12 feet long—40 to 45 courses high.

8 4 inch thick 14 & 16 feet long—45 to 50 courses high.

The lumber should slope about one inch to the foot and should have a covering raised up several inches above the lumber and protruding several inches beyond each end of the pile.

Kiln Drying

In kiln drying the lumber should be carefully piled, using stickers as in air seasoning. The original and final moisture content of the material and the size of the pieces largely determine the length of the seasoning period and the temperature and humidity conditions to which the material should be subjected.

A number of kiln-drying schedules have been worked out at the Forest Products Laboratory, suitable for oak used in the manufacture of furniture and similar products, where the maximum strength of the wood is of secondary consideration. Oak for uses having less exacting requirements than use for furniture can probably be dried a little more rapidly than indicated in the schedule according to which it would be dried for furniture. The schedules should be suitable for any kiln in which the circulation is positive, ample, and uniform in all parts of the kiln and in which the humidity and temperature can be correctly measured and accurately controlled. The conditions specified in the schedule apply to the warmest point in the kiln, and thermometers and moisture samples should be so placed that the drying conditions and rate of drying at that point may be known at all times. The wet-bulb and dew-point temperatures are given in columns 4 and 5, for the corresponding humidities given in column 2, at the temperature specified in column 3. The wet-bulb temperature is used in determining the humidity in the kiln with a hygrometer, and is slightly higher than the dew-point temperature, which is used in determining the humid-

F. P. L. DRYING SCHEDULE 6

Applies to 4 4 to 6 4 inch Northern Red and White Oak, excepting lumber with wide annual-growth rings, which should be dried according to Schedule 7

Moisture content of the wood at various stages of drying in per cent of dry weight	Humidity and temperature of air entering pile at dif- ferent moisture contents of the wood					Drying time	
	Minimum relative humidity	Temperature			Approximate number of days to dry one-inch plain-sawn stock to 6 per cent moisture, starting from different moisture contents of the wood. (Quarter sawn takes about 1/3 longer).		
		Dry bulb	Wet bulb	Dew point			
%	°F	°F	°F	Minimum	Maximum		
80	80	115	109	107	32	40	
75	80	115	109	107	31	39	
70	80	115	109	107	30	38	
65	80	115	109	107	29	37	
60	80	115	109	107	28	36	
55	80	115	109	107	27	35	
50	80	115	109	107	26	35	
45	80	115	109	107	25	31	
40	75	130	118	110	24	29	
35	75	130	118	110	22	27	
30	70	135	116	113	20	24	
25	60	130	114	112	17	20	
20	50	135	114	110	14	16	
15	40	140	112	107	10	11	
10	30	145	108	102	5	6	
5	30	145	108	102	0	0	

the layers or courses. The stickers should be of seasoned heartwood, free from decay, and of uniform thickness, and should be placed flush with the ends of the boards, about 2 1/2 feet apart for lumber up to and including 2-inch stock, and 3 feet apart for thicker lumber. The stickers should be about 1 inch thick for 1-inch stock, 1 1/2 to 2 inches for 2-inch stock, and 2 to 3 inches for thicker stock.

The piles should not be less than 2 feet and preferably 5 feet apart. They should have a forward pitch of about 1/8 of an inch per course. Piles of high-grade lumber should have the ends protected from the sun's rays by paint, upright sun shields of lumber, etc. The height of the piles depends upon such factors as the thickness of the material, method of piling, yard space, and width of pile. In hand piling the length of the lumber largely governs the height, somewhat as follows:

4 4 inch thick 12 feet long—70 to 75 courses high.

4 4 inch thick 14 feet long—75 to 80 courses high.

4 4 inch thick 16 feet long—80 to 85 courses high.

5 4 inch thick 12 feet long—60 to 65 courses high.

5 4 inch thick 14 feet long—65 to 70 courses high.

5 4 inch thick 16 feet long—70 to 75 courses high.

*Second installment of article, first of which appeared in August 25 issue. First section discussed Manufacture of Oak.—Editor.

F. P. L. DRYING SCHEDULE 7

Applies to 4 4 to 6 4 inch Northern Red and White Oak having wide annual-growth rings and Southern Red and White Oak having narrow to medium width growth rings

Moisture content of the wood at various stages of drying in per cent of dry weight	Humidity and temperature of air entering pile at dif- ferent moisture contents of the wood				Drying time	
	Minimum relative humidity	Temperature			Approximate number of days to dry one-inch plain- sawn stock to 6 per cent moisture, starting from different moisture con- tents of the wood. (Quarter sawn takes about 1/3 longer).	
		Dry bulb	Wet bulb	Dew point		
%	°F	°F	°F	Minimum	Maximum	
80	85	110	104	103	40	48
75	85	110	104	103	39	47
70	85	110	104	103	38	46
65	85	110	104	103	37	44
60	85	110	104	103	36	42
55	85	110	104	103	35	40
50	85	110	104	103	33	38
45	85	110	104	103	31	36
40	80	115	109	107	29	34
35	80	115	109	107	27	31
30	75	130	118	110	24	27
25	65	125	112	110	20	23
20	55	130	112	109	16	18
15	45	135	111	107	11	13
10	35	140	108	102	6	7
5	35	140	108	102	0	0

ity in a water spray kiln, with a thermometer, the bulb of which is placed in the baffle plates below the sprays.

The moisture content of the wood, based on the weight of the wood when absolutely dry, is first obtained, and then the wood is placed in the kiln and subjected to the humidity and temperature given in columns 2 and 3 on the same horizontal line with the moisture content as determined for the wood to be dried. After a moisture content of about 40 per cent has been reached during the drying process, the temperature is increased and the relative humidity decreased by a limited number of changes as the moisture content decreases. For example, if 4/4- to 6/4-inch northern white oak with a moisture content of 65 per cent is to be dried, according to Forest Products Laboratory drying schedule 6, it should be placed in a kiln having a maximum temperature of 115°F. and minimum relative humidity of 80 per cent; with 30 per cent moisture content, the maximum temperature is 125°F. and

F. P. L. DRYING SCHEDULE 8

Applies to 4/4 to 6, 4 inch Southern Red and White Oak having wide annual growth rings

Moisture content of the wood at various stages of drying in per cent of dry weight	Humidity and temperature of air entering pile at different moisture contents of the wood				Drying time	
	Minimum relative humidity		Temperature		Approximate number of days to dry one-inch plain-sawed stock to 6 per cent moisture, starting from different moisture contents of the wood. (Quarter sawed takes about 1/2 longer)	
	Dry bulb		Wet bulb		Dew point	
	%	°F.	°F.	°F.	Minimum	Maximum
80	85	105	101	100	48	58
75	85	108	101	100	47	55
70	85	105	101	100	46	54
65	85	105	101	100	44	53
60	85	105	101	100	42	51
55	85	105	101	100	40	49
50	85	105	101	100	38	46
45	85	105	101	100	36	43
40	80	110	104	102	34	40
35	80	110	104	102	31	37
30	75	115	107	105	27	33
25	70	120	110	107	23	28
20	60	125	110	107	18	22
15	50	130	109	106	13	15
10	40	135	108	103	7	8
5	40	135	108	103	0	0

(Continued from page 18)

that it appears to me as supporting the effort we are making with Trade Associations to bring about scientific and accurate cost by members of such associations.

In one paragraph, however, you raise the question of the motives for the establishment of such a system, while in another you don't. To be specific, in paragraph three you say the Commission is strongly favorable, provided it is done scientifically and accurately and "is not used for ulterior motives in violation of law," while in paragraph six you say, "as long as the principles of Cost Accounting are sound, etc., and provided the results are not used directly or indirectly for ulterior purposes."

These are not contradictory, if I understand what you meant. My interpretation is that for a Trade Association to proceed to set up and secure the use by its members of a scientific and accurate plan of cost accounting is not only legal and highly beneficial in your view, but the use of this legal and highly beneficial information by the members of the Trade Association or by the Association itself for purposes of price-fixing is condemned by the Commission.

THIRD LETTER, MR. GASKILL TO MR. McCULLOUGH: The sentences which you quote from our letter of the twenty-fifth do not seem to us to be contradictory.

Stated in another way, the conception of the Commission is that the efforts of a trade association to educate the individual member in the application of sound principles of cost accounting in his individual business, are proper. But that any subsequent effort of the association to reduce the individual costs to an average or uniform cost basis and to

the same relative humidity 70 per cent, etc. Before the drying is started, however, the lumber should be "steamed" with saturated air at or slightly above the same temperature at which drying is to begin. This preliminary treatment serves to heat the lumber through and to soften up the outside enough to relieve any "set" condition which may have occurred, especially in air-seasoned stock.

The minimum and maximum number of days required to dry the wood to 5 per cent moisture, starting at different moisture contents, is given in columns 6 and 7. The time applies only to that part of the lumber actually subjected to the specified conditions, and if conditions are not uniform in all parts of the kiln and it is desired to dry all of the lumber to a specified moisture per cent, the length of time required will depend upon the rate of drying in the coolest place in the kiln. The safest and most accurate way of determining the length of time to dry the wood is to use moisture content as a basis in regulating kiln conditions, because no two runs of wood can be depended upon to dry to the same moisture content at exactly the same rate. In drying air-seasoned stock one to three days should be added to the number of days listed in columns 6 and 7 of the schedules to compensate for the time required for preliminary steaming and the establishment of drying conditions.

To dry oak over 1 1/2 inches thick, it is recommended that the humidities opposite the various moisture contents as given in schedules 6 to 8 be used, but in each case reduce the temperature by five degrees Fahrenheit for each inch increase in thickness over 1 1/2, except that it is unnecessary to go below a minimum initial temperature of 100 degrees, provided conditions in the kiln are properly maintained.

Any casehardening that may occur during drying should be relieved by "steaming" or "sweating" through raising the humidity to a point where the wood absorbs moisture. This treatment moistens and softens the wood fibers so that they lose their "set" conditions, and it should be given whenever strong tension develops in the center of a board, as shown by inward cupping when the stock is resawed. Such a final treatment should be given at or near the end of each run in order to relieve stresses and to balance the moisture content.

Quarter-sawed stock dries a little faster at first than plain-sawed stock, but later on the latter dries considerably faster than the former, and the total time required for drying the quarter-sawed stock is about one-third longer than for the plain-sawed stock. Quarter sawed stock gives less trouble in drying than plain-sawed stock, however, because of less surface checking.

procure the use of the group, is improper. The individual must fix his own cost and his own margin. The group may not attempt to substitute a group average or standard either of cost or margin for the individual's figures without being in peril of becoming an unlawful combination.

Applying this statement to your interpretation of our letter of the twenty-fifth, it may be said that for a trade association to set up and induce the use by its members of a scientific and accurate plan of cost accounting is not only legal but highly beneficial to the individual members of the association. The use of this legal and highly beneficial information by each individual in establishing his own production cost and determining his own margin, is entirely proper. If thereafter the association attempts to induce its members to disregard their own varying figures and use a common average or uniform figure of cost or margin or both, it has departed from its proper position of instructor and may easily take on the appearance of a price fixing combination in restraint of trade or in suppression of competition.

How far the association can lawfully go in acting as the medium of exchange of cost data among its members can only be determined after the decision by the United States Supreme Court in pending action against the American Column and Lumber Company et al, in which this question is involved.

In such an expression as this, nothing is "condemned" by the Commission. The Commission renders judgment only after the trial of an issue of fact upon a complaint, after hearing. Such letters as this are advisory only, suggestions and nothing more, written in the hope that they may be helpful.

A "Hawk" in the Furniture Barnyard

(Continued from page 69)

Write your senator and representative today and help save the public millions.

The writer of this letter is a lover of precious woods, antiques and modern furniture who hopes this camouflage in furniture will soon be a thing of the past.

Yours very truly,

(Signed) E. SCOGGIN.

Home address, 1702 Valence St., New Orleans, La.

This letter was sent out at the opening of the July Furniture markets. One of them fell into the hands of A. C. Brown, secretary of the National Alliance of Case Goods Manufacturers, and after consultation with members of his association, he made a brief reply to Mr. Scoggin, as follows:

I have before me clippings from several papers and inasmuch as they all read alike and your name is signed to one of them, I assume that you are authority for all the letters.

I also assume from your statements that there is a bill before Congress requiring furniture manufacturers to place their names on their furniture, also to state the kinds of wood used in its manufacture. I have heard no objection to this, and I hardly think that furniture manufacturers generally would object, although I am not writing with authority.

I would like to say that the reading of your letter would indicate that you knew very little, if anything about furniture. Otherwise your statements could hardly be excused. I should like very much to have you give me the name of a wood cheaper than common pine that could be used in making furniture, and whether you think 80 per cent of our people would be in a position to pay the price of solid mahogany, solid walnut, etc.

I am not criticising your letter, but I should like very much to hear from you giving me the reasons for this bill, where it now is, who introduced it, etc. I am not at all sure but that furniture manufacturers might be in favor of this bill if a safe and sane proposition.

Mr. Scoggin apparently did not relish the insinuation that he didn't know much about furniture and on July 5 made a somewhat lengthy reply as follows:

Your letter of July 1 is before me and I think you will find that the letter which you mention does not state that any bill is before Congress requiring furniture manufacturers putting their names on their furniture.

In your third paragraph you compliment me on the knowledge I have or haven't of the manufacture of furniture. I will admit, Mr. Brown, I do not know but very little about the manufacture of furniture, but it may be surprising to you to learn that I have in my possession letters from our very best manufacturers of furniture indicating that what I say in my letter is the "gospel truth" and I have not the slightest doubt but that these same manufacturers are members of your good association and in the very highest standing, though I must admit I have not a list of your members.

Now, Mr. Brown, I think that you will find on investigation that manufacturers are using sap gum (\$35 per M delivered) and making tables, desks, case goods, etc., and possibly putting thin layers of real mahogany or real walnut on top and they are putting these goods out as mahogany and walnut, and you know, and we all know, and Uncle Sam will verify the fact that this is not playing fair with the public or with the dealer and the practice is going to be stopped, I haven't the slightest doubt, and possibly stopped a whole lot sooner than some people realize.

Take for instance the Philippines. You know there is no genuine mahogany that comes out of the Philippine islands. There is a very good substitute, the U. S. Government says, for mahogany coming from the Philippines. There is one manufacturer I have in mind who is putting out solid mahogany furniture and he is making it out of the Philippine substitute and he is calling it genuine solid mahogany and is shipping it interstate, and trouble may overtake him before he realizes it, as the government has requested information along these lines and the government is liable to get that information.

Don't think for a minute that I am arguing anything against sap gum. If a manufacturer wants to manufacture gum furniture, all right. If he wants to manufacture birch furniture and sell it as such, all right, but when a manufacturer manufactures gum or birch furniture and sells it as walnut or mahogany, he is not, in my opinion, playing fair and if I was the secretary of an association like your good self, I certainly would send out the hurry-up call to your members to be sure that it is distinctly stated in all literature sent out, all invoices mailed, that it is imitation furniture with such and such a veneer on the front or the top and where both walnut or mahogany is used in connection with gum or birch, let them state that it is combination furniture of walnut and gum or mahogany and gum and if they are doing this, Mr. Brown, they will have nothing to worry about, but if they are not, then we will have to see how they are going to come out.

I have the situation possibly a whole lot better in hand than you may imagine in spite of the compliment you give me about my knowledge of

furniture. One thing let me tell you about my knowledge of furniture. No manufacturer or dealer can unload on me gum or birch furniture as walnut or mahogany unless I want him to because I know walnut when I see it and I know mahogany when I see it even if I have to take my knife out and cut off the black or brown finish to see the grain of the wood.

The campaign of letters then proceeded in the following order, the letters now being signed by G. S. Hawke:

First Letter to Dealers

I have been retained to secure evidence and to bring criminal actions against retailers of furniture in the United States who sell furniture made of gum or birch under the untrue statement of fact that the same is walnut or mahogany.

With the assurance that your communication will be treated as strictly confidential, will you kindly at once give me the name of any retailer in your section whom you have reason to believe is guilty of this practice?

Second Letter to Dealers

Again addressing you on the subject of fraudulent representations in the sale of birch and gum furniture as walnut and mahogany my investigators are now instructed to follow this rule in securing evidence:

If called mahogany or walnut, the posts, the division rails, the standards, mirror frames and stretchers must be made of genuine solid mahogany or walnut lumber. The remainder of the piece, such as table tops, buffet tops, dresser tops, chiffonier tops, and drawer ends, can be made of built-up panel stock with genuine mahogany or walnut veneer on the outside.

If called SOLID mahogany or SOLID walnut, no veneer can be used, and this means that genuine solid mahogany or walnut shall be used in making the mirror frames, standards, posts, drawer fronts, slab tops, and panel ends.

If gum or birch furniture is referred to as mahogany or walnut, even if the word "finish" is used, evidence of this class of deception will also be secured. If the word "imitation" is used there can be no cause for action.

Would you be willing to give assistance in a strictly confidential way to our investigators in the event they require it when working in your section?

Letter to Manufacturers

A surprisingly large number of retail furniture dealers have written to me in the last ten days, suggesting that in connection with our investigations of the fraudulent sales of gum or birch furniture as mahogany or walnut, we should also proceed against the manufacturers who are guilty of the same offense, and the retailers have promised to assist us in getting the necessary evidence.

In strict confidence, will you kindly send me the names of manufacturers who might warrant investigation.

In addition to the requests of the retailers, the U. S. Federal Trade Commission has asked for this evidence, which we will gladly furnish to it, as well as using the same evidence as a basis of our contemplated actions.

Third Letter to Dealers

Again addressing you on the subject of fraudulent misrepresentation of birch and gum furniture as mahogany or walnut, I want to submit the following to you:

When you refer to a building with mahogany or walnut "finish" you refer absolutely to the solid wood in which it is finished. When you speak of a manufacturer of "interior finish" or a manufacturer of "finish," you certainly do not mean a varnish or a stain manufacturer. You refer to a woodworking plant manufacturing doors, baseboards, etc.

Now, how can any honest person stretch his imagination so far as to say he has no intention to deceive, when he refers to mahogany "finish" or walnut "finish" in furniture and claims to mean just the reverse? In one case, the real article. In the other case—absolutely an imitation.

In spite of this you cannot pick up a newspaper anywhere that does not refer to furniture that has not one inch of real mahogany or walnut in it, and still it is called a dresser, mahogany finish, or a bed, walnut finish. And yet the dealer maintains he is not trying to deceive the public—that the public is well posted so that the buyers know that they mean "imitation" mahogany and "imitation" walnut and it isn't necessary even to mention it; that the public is also as well informed that they further know that it is made of birch or gum, and therefore it is not necessary to mention that fact. Before the days of profiteering imitation mahogany furniture and imitation walnut furniture were referred to as imitation. Since the days of profiteering it is called "finish."

Again, we find furniture dealers who claim that when a piece of furniture has two or three per cent mahogany or walnut on it and the remainder of some other wood, it is quite in order to refer to this as mahogany or walnut furniture, when in reality there is only a very thin sheet of veneer stuck on the top to hide the wood that the piece of furniture is actually made of; and we all have had experience with this by having it peel or

(Continued on page 24)



POWER LOGGING AND LUMBER HANDLING

Selection of a Motor Truck for Logging

Some interesting ideas on the selection of motor trucks for logging are given by Frederick Malcolm Knapp, a student in the College of Forestry, University of Washington, in a brochure recently issued on Motor Truck Logging Methods. Mr. Knapp's very thorough thesis is based on experiences and conditions in the Pacific Northwest, but the information pertaining to the choice of trucks should be of value to the lumbermen of any territory.

Mr. Knapp points out that in general two plans are followed in building a motor truck. The first is to build a rigid truck so that it will resist all shocks and distortions that come from rough and uneven roads. The second plan is to build a flexible body so that the chassis will "give" rather than resist when subjected to hard strains. Although the rigidly built truck may be entirely satisfactory for most forms of trucking, it is practically impossible to build one on the rigid principle that will stand up under the heavy strains to which a logging truck is subjected unless it is to be operated over good paved roads. When only ordinary unpaved public roads are available, flexibility is one of the most important characteristics to look for when selecting a truck. Where the operator is hauling over his own pole or plank road this consideration does not play so important a part, as the roadbed then is more likely to be free from holes and irregularities.

"All makes of trucks are more or less alike in general construction, differing only in minor details, so that the personal whims of the buyer will largely determine the kind he will select. It is advantageous to have as long a distance as possible between the driver's seat and the bunk over the rear axle, in order to allow more of the load to be carried by the truck and less by the trailer, giving better traction to the drive wheels, but necessitating extra strong rear springs and axles.

What Power Transmission

"The type of power transmission best suited to the use of the logging truck is a question that has received a great deal of attention. There are three general methods of transmitting the power: (1) By chain, (2) by worm drive, and (3) by internal gear drive. Each has its advantages. It is claimed by many that the chain drive saves many hours of 'shut-down time,' due to the fact that if anything breaks in the transmission it will be a link in the chain, as this is the weakest point. It is then only a matter of a few minutes to insert another link. With the worm drive vehicle, a break in the transmission requires an expensive shut-down before the matter can be repaired. The worm drive, on the other hand, very seldom breaks if proper care is used.

"The chain drive also allows the replacement of the sprocket with one of a larger or smaller diameter, thereby giving a higher or lower gear ratio, which cannot be done with the worm gear. This seems to be of some advantage to an operator when changing his setting from one with a short haul and steep grades where a low gear ratio is required, to one where the haul is long and fairly level, and where speed in transit is an advantage.

"On the other hand, in starting on slippery grades or wherever the traction is poor, the worm drive will give better traction than a chain drive, because there is difficulty in taking up the slack that is always present in the chain before letting in the clutch fully. The slightest jerk given to the wheels when the slack is taken up is likely to cause them to spin, thereby losing all the tractive power of the drive wheels. In the worm gear there is no slack to take up and the power can be applied more gradually, thus reducing the chances of spinning the wheels and losing the traction. The

question of the weight of the truck used for logging purposes is not as important now as it will be in the future. Laws are being passed in nearly every state limiting the maximum weight to be carried on each wheel by trucks using state or country roads, so that the total weight of the truck without load will be important. When operating over state or county roads the load is limited to from 2,400 to 3,000 feet, B. M., of Douglas fir, depending upon the locality. In such cases, it is an advantage to have a lighter truck, say one of 3½ tons capacity. By adding additional leaves to the rear springs of a truck of this capacity it may be made to carry a larger load than it would be possible to put on a 5-ton truck and still comply with the law. The pulling power of the 3½-ton truck and the 5-ton truck is practically the same, so that the difference in dead weight between the two may be carried in a profitable manner by adding four or five hundred feet B. M. of logs. Another advantage of the lighter weight truck is speed. The 3½-ton truck is geared to make from 14 to 16 miles an hour, while the 5-ton truck is usually limited to from 10 to 12 miles an hour.

"Whenever the legal weight limit does not enter into the problem, as in operating over a pole or plank road for the entire distance, it is, of course, advantageous to carry the largest loads possible. In such cases a 5-ton truck with an 8½-ton trailer is the most profitable investment. This allows a much larger load to be carried in proportion to the overhead charges. The disadvantage of the 5-ton truck is that it is very heavy, and unless the roads are good it will easily sink into the ground and cause trouble. A common fault of the 5-ton truck today is the overweight of the front end, which is too heavy for the width of tire on the front wheels. This can be very easily overcome by the use of wider tires.

Life and Depreciation

"The life of a truck is directly proportional to the care that it receives, hence, a good driver is a most important consideration. If the right man can be secured his wages should be a secondary consideration.

"The charge to be made for the depreciation of a truck is an uncertain question. Some loggers figure on the basis of four and a half years, others on as much as seven years. The depreciation charge on a truck used in the logging industry should depend largely upon the type of road over which it is operated. Loggers in general overrate the life of their equipment because they do not fully realize the severity of the work. Over a fore and aft plank road or a cement road, where the jar and vibration are reduced to a minimum, the wear and tear on the equipment is very much less than where the truck is operated over a cross-plank road or an unpaved public road. The matter of depreciation, then, will depend largely upon the type of road over which the truck is to operate. In general, a four-year depreciation charge, less 25 per cent sale value at the end of that time should be used as a basis for figuring costs unless the hauling conditions are very favorable. Only under very rare circumstances should more than four years be allowed. It should be remembered that the depreciation on a truck is very heavy during the first year, and the sale value at the end of the year is only half of the original price. Many truck operators now hauling over good roads who are depreciating on the basis of five years say that a four-year depreciation would be more nearly correct. Another factor in favor of a four-year depreciation charge is that methods of logging are changing constantly and that trucks in that time may be improved upon to such an extent that the use of the old equipment would be unprofitable and inefficient."

A Puzzling Return

Slightly more than a month ago HARDWOOD RECORD sent a questionnaire broadcast to hardwood sawmills requesting actual figures of stock on hand August 1, 1921, August 1, 1920, and normally. It was hoped that a complete record would be returned, sufficiently comprehensive so as to fairly tabulate the complete hardwood stocks available at mill points.

For some reason only a very small percentage of replies was received, defeating the main purpose of the questionnaire, but HARDWOOD RECORD has nevertheless compiled the figures actually given on the return sheet of fifty odd mills replying. These mills are well scattered in the North and South and are fair average producers. The returns were made out on the basis of grades as

given in the following tabulation, and in compiling the results it was a simple matter to add up the totals under each grade of wood as given by the respective correspondents. The tabulation below is the result.

It is hard to reconcile these figures with the general evidence of stock conditions, but the figures are taken directly from the individual replies and hence necessarily reflect the true stock conditions at these respective mills. They surely indicate many inconsistencies and a badly assorted volume of hardwoods. The information is published in this issue merely because it may contain a certain measure of suggestive value.

Stock on Hand

AUGUST 1, 1921		AUGUST 1, 1920		NORMALLY	
Qtd. Oak		Qtd. Oak		Qtd. Oak	
4/4" FAS & Sel.....	904,964	4/4" FAS & Sel.....	1,306,120	4/4" FAS & Sel.....	822,000
4/4" No. 1 C & No. 2 C.....	4,718,480	4/4" No. 1 C & No. 2 C.....	2,673,520	4/4" No. 1 C & No. 2 C.....	2,706,000
4/4" No. 3 C.....	75,000	4/4" No. 3 C.....	92,000	4/4" No. 3 C.....	94,000
Thick	226,000	Thick	200,000	Thick	256,000
Pl. Oak		Pl. Oak		Pl. Oak	
4/4" FAS & Sel.....	1,913,938	4/4" FAS & Sel.....	1,911,000	4/4" FAS & Sel.....	2,603,500
4/4" No. 1 C & No. 2 C.....	14,013,547	4/4" No. 1 C & No. 2 C.....	11,556,693	4/4" No. 1 C & No. 2 C.....	10,381,000
4/4" No. 3 C.....	4,951,200	4/4" No. 3 C.....	1,956,000	4/4" No. 3 C.....	2,606,000
Thick	3,113,000	Thick	2,845,000	Thick	2,440,000
Gum		Gum		Gum	
4/4" FAS & Sel.....	1,668,200	4/4" FAS & Sel.....	2,737,000	4/4" FAS & Sel.....	34,985,000
4/4" No. 1 C & No. 2 C.....	12,549,100	4/4" No. 1 C & No. 2 C.....	9,324,000	4/4" No. 1 C & No. 2 C.....	10,973,000
4/4" No. 3 C.....	1,149,400	4/4" No. 3 C.....	1,924,000	4/4" No. 3 C.....	1,920,000
Thick	164,000	Thick	149,000	Thick	150,000
Birch		Birch		Birch	
4/4" FAS & Sel.....	437,000	4/4" FAS & Sel.....	72,000	4/4" FAS & Sel.....	295,000
4/4" No. 1 C & No. 2 C.....	2,244,000	4/4" No. 1 C & No. 2 C.....	1,009,000	4/4" No. 1 C & No. 2 C.....	1,543,000
4/4" No. 3 C.....	2,603,000	4/4" No. 3 C.....	79,000	4/4" No. 3 C.....	1,217,000
Thick	1,141,000	Thick	600,000	Thick	734,000
Hard Maple		Hard Maple		Hard Maple	
4/4" FAS & Sel.....	324,000	4/4" FAS & Sel.....	144,000	4/4" FAS & Sel.....	382,500
4/4" No. 1 C & No. 2 C.....	4,048,500	4/4" No. 1 C & No. 2 C.....	1,909,700	4/4" No. 1 C & No. 2 C.....	3,432,000
4/4" No. 3 C.....	4,007,000	4/4" No. 3 C.....	283,000	4/4" No. 3 C.....	1,200,000
Thick	3,162,000	Thick	665,000	Thick	1,597,000
Soft Maple		Soft Maple		Soft Maple	
4/4" FAS & Sel.....	66,000	4/4" FAS & Sel.....	46,000	4/4" FAS & Sel.....	138,000
4/4" No. 1 C & No. 2 C.....	242,500	4/4" No. 1 C & No. 2 C.....	118,000	4/4" No. 1 C & No. 2 C.....	403,000
4/4" No. 3 C.....	.....	4/4" No. 3 C.....	.....	4/4" No. 3 C.....	.....
Thick	133,000	Thick	100,000	Thick	120,000
Poplar		Poplar		Poplar	
4/4" FAS & Sel.....	521,170	4/4" FAS & Sel.....	706,574	4/4" FAS & Sel.....	533,000
4/4" No. 1 C & No. 2 C.....	2,540,540	4/4" No. 1 C & No. 2 C.....	2,974,760	4/4" No. 1 C & No. 2 C.....	1,494,000
4/4" No. 3 C.....	.....	4/4" No. 3 C.....	.....	4/4" No. 3 C.....	.....
Thick	1,456,900	Thick	495,000	Thick	640,000
Basswood		Basswood		Basswood	
4/4" FAS & Sel.....	556,800	4/4" FAS & Sel.....	235,000	4/4" FAS & Sel.....	258,000
4/4" No. 1 C & No. 2 C.....	2,496,700	4/4" No. 1 C & No. 2 C.....	1,092,000	4/4" No. 1 C & No. 2 C.....	1,411,000
4/4" No. 3 C.....	.....	4/4" No. 3 C.....	.....	4/4" No. 3 C.....	.....
Thick	299,000	Thick	162,000	Thick	1,150,000
Walnut		Walnut		Walnut	
4/4" FAS & Sel.....	89,140	4/4" FAS & Sel.....	.....	4/4" FAS & Sel.....	17,000
4/4" No. 1 C & No. 2 C.....	446,500	4/4" No. 1 C & No. 2 C.....	296,926	4/4" No. 1 C & No. 2 C.....	1,650,000
4/4" No. 3 C.....	.....	4/4" No. 3 C.....	.....	4/4" No. 3 C.....	.....
Thick	350,000	Thick	210,000	Thick	100,000
Elm		Elm		Elm	
4/4" FAS & Sel.....	540,000	4/4" FAS & Sel.....	432,000	4/4" FAS & Sel.....	504,000
4/4" No. 1 C & No. 2 C.....	1,332,000	4/4" No. 1 C & No. 2 C.....	604,000	4/4" No. 1 C & No. 2 C.....	792,000
4/4" No. 3 C.....	.....	4/4" No. 3 C.....	2,000,000	4/4" No. 3 C.....	.....
Thick	3,130,000	Thick	1,036,000	Thick	3,102,000

Teamwork

A business man who is part of a small organization recently remarked that he could not see a very brilliant future ahead for his firm, because of the lack of teamwork. Each man, proprietor and all, practically goes his own gait. Rarely are there conferences or earnest discussions as to what to do and how to co-operate to do it.

This gentleman expressed the belief that large organizations are much more likely to be systematic and efficient in matters of this kind than small businesses where the people are in close contact. Such people take it for granted that conferences to consider a given subject, are unnecessary.

On the other hand, the small organization has great need of the correct methods of procedure if it is ever to get out of the "small class" and into the grownup group.

How about it? Is your organization as closely knit as it ought to be? Is there cohesion in its policy and teamwork in its action? Along this pathway lies success. This is as true where there are two men in the organization as where there are twenty or two hundred. In the period through which we are now passing the demand for such cohesion, such teamwork, and such united effort, is very urgent. Think about it!

(Continued from page 23)

chip off. A piece of furniture like this, to be honestly described, should be described as a piece of gum furniture or birch furniture with a genuine mahogany or walnut veneer on the top.

Trusting that I may have your views on the above subject shortly. I am, etc.

The effort to intimidate by implication is readily evident in every one of these letters.

In closing, a word may well be said regarding the antecedents of Mr. Hawke. It is understood that he has said that he was retained in this case because of his success in handling "unpopular cases." He is a specialist in that type of legal work which involves

the use of propaganda. He is the leader of the Good Citizenship League of Hamilton County, Ohio, and is credited with a large part of the responsibility for the three winning "dry" fights at the elections in Ohio. His prohibition efforts were continued through the past year and he is reported to have done more than any other man to make Cincinnati bone dry. Suffrage has also been blessed by his efforts and the winning of one of his cases opened the way for the winning of Tennessee, the thirty-sixth and decisive state, to the suffrage column. It was these successes that commended him to the persons who are financing the campaign against misrepresented furniture.

Furniture Makers Are on the Anxious Seat

Furniture manufacturers are waiting with interest and just a bit of uneasiness the results of the trips of their salesmen who took to the road Sept. 1. The promise which was held out by the placing of orders in the July market is not being realized just as fully as might be hoped and furniture manufacturers, observing what is taking place in other lines of industry are rather wondering if a second fall is coming for their industry.

Buying in the July market was most satisfactory and furniture men were gleeful. The dealers had had a good spring business and believed the future was bright, so they ordered liberally to replenish their depleted stocks and to prepare for the holiday trade. What they had on hand in June and July they hoped to clean out pretty thoroughly by the way of their August sales.

But the August sales have not generally been quite as successful as was hoped and expected. True, those dealers who marked their merchandise right down to rock bottom and based on the new prices they must pay did a pretty fairly good business. These are maintaining their pace even now. But, unfortunately, many furniture dealers have been guilty of the same practices and the same shortsightedness as retailers in many other lines and have not been content with a small margin of profit. It has been quite customary for furniture dealers, like retailers in other lines, to still seek the same margins of profit they took in the heydays immediately following the war. The result to these has been unsuccessful. August sales and that lack of success is reflected upon the furniture manufacturer in a considerable number of cancellations and more hold-

up orders. Neither the cancellations nor the holdups have yet reached a volume to be at all serious, but the manufacturer, observing what is happening in other lines, is watching lest this might be a forerunner of another situation such as developed a year ago.

The one thing that is troubling the manufacturer more than almost anything else is that in order to keep his factory running and his organization intact while at the same time working off a lot of his high priced raw material, he did run his factory all during the lean spring months making stock. The result was that when the July market came on, the manufacturers' warehouses were quite largely filled pretty full of ready made furniture. The price on this had been marked down to a minimum—in some instances at cost or even a shade below.

The buyers came and they ordered liberally, but they ordered from the new designs and passed by the stock. The result was that when the market closed, manufacturers still had on hand a tremendous lot of stock and they still have more than they wish they had and must get rid of it in some way. The orders placed were chiefly for designs just brought out and, therefore, for furniture yet to be made. It is highly unsatisfactory to have a warehouse filled with perfectly good furniture, but the factory running full time to make other furniture while that in the warehouse refuses to move. It is predicted by some of the most successful manufacturers that this great quantity of stock must be disposed of at whatever sacrifice may be necessary and this, it is feared, may bring about still another demoralization of the furniture market.

News from the National Capital

The National Lumber Manufacturers Association at the direct request of the Department of Commerce is cooperating with the Bureau of the Census in an endeavor to gather monthly information on production, orders, shipments, stocks and prices of lumber commodities. The work has progressed so satisfactorily that the National will seek the aid of the regional associations, as well as individual members, in furnishing more complete data.

In the monthly "Survey of Current Business" recently published by the Department of Commerce a beginning was made in the publication of lumber statistics on production and shipment. It is expected to supplement this data with more comprehensive statistics from members of the regional associations for identical mills.

In gathering information on lumber prices the Bureau has selected a group of ten reasonably representative items on which monthly figures will be based. The Bureau does not expect that the description of items and grades will exactly correspond with the names, sizes and methods of manufacture of each regional association and asks therefore that each association report such changes as its particular grading rules may require.

To make these statistics representative the Bureau desires to secure this information from a substantial group of mills. It is intended that the list shall include representative mills operating under conditions generally characteristic of the region mills, which are able and willing to furnish promptly each month to the Bureau their prices on specific items for a given day, or a given week of each month. Individual information is safeguarded in that it is not available to anyone other than the sworn employees of the Bureau. Only compiled data will be made public.

On the compilation of these data the National, with cooperation of the regional associations, expects to have the very latest and most up-to-date lumber statistics available. Prompt cooperation will be advantageous not only to the Department of Commerce but also to the industry.

Edgar P. Allen, Publicity Director of the National Lumber Manufacturers' Association, has recently returned to Washington after an extended trip of several weeks in the South and far West, where he made an extensive survey of existing conditions in the lumber industry and became more thoroughly acquainted with the industry's leaders. In speaking of his trip Mr. Allen said:

After a rapid and necessarily somewhat superficial survey of the lumber industry of the United States, I have returned to Washington with one tremendously impressive thought that I would like to convey to every newspaper writer in the nation. This survey was not complete in the sense that it went exhaustively into all the problems and differentiated vexations of the lumber manufacturing business, nor was I able in the time at my disposal to go into some important areas of operation that I hope to visit at a not too distant date. But with the eye and the mind of a newspaper writer I have traveled thousands of miles and have covered the assignment in a way that convinces me I have a fairly clear vision of the lumber industry as it is and should be understood by the people of America. And the outstanding impression that is almost oppressive in its effects upon my mind is that this industry is so vast, so immeasurably useful to the public and so potentially great in its service to itself and the nation, that upon a sure and speedy resumption of its prosperity depends the welfare of all the people of our common country.

In my study of lumber I have gone into offices and mills and talked with hundreds of men identified with lumber service to the public. More than that—ininitely more than that—at every opportunity and in every region visited, I have gone into the woods, talked with the loggers, trailed through forests with lumber-jacks, eaten at their camps and lived for the

Then, again, manufacturers are watching the warnings the financial observers are sending out to the effect that the retailers, by refusing to cut prices of all sorts of commodities in proportion as the wholesalers', producers' and manufacturers' prices have been cut are inviting another buyers' strike which will be aimed directly at them. Furniture manufacturers know full well that furniture

moment their lives of vigorous, wholesome, primitive endeavor and discussed their part and problems in this mighty work of supplying wood products to the nation. In the sultry cypress swamps of the south and in the pine and hardwood forests of the southeastern and Gulf states I have seen the tremendous operations of getting the logs to the mills under almost unbelievable difficulties. Then I have gone into the forests of northern pine and hardwoods, of birch, hemlock, basswood, ash, elm and maple and followed the trail through the Inland Empire into the dense forests of western pine, larch and fir and on to the terrifying slopes of the Cascades, where the vast stand of spruce and Douglas fir challenges the ingenuity of man to invade their primeval silence. On down the Pacific Coast I have wandered viewing operations that in magnitude, physical difficulties and monetary investment strain the imagination. Finally I have gone deep into the white and sugar pine forests, which seem all but inaccessible to the logging railroads and woods crews. And, as a fitting conclusion to this tour, the redwoods call me to their mystic shadows where I would have lingered days in adoration of their grandeur had I not been forced to break the spell they wove around me.

The lumber industry! It is the most wonderful field for the efforts of man. And the biggest, brainiest and most wholesome pioneers I have ever known are devoting their time, energy and money to furnishing that vitally useful and most universal material of all history—LUMBER.

A new wood waste bureau, for industrial investigation, has been added to the Forest Products Laboratory and, according to the Forest Service, it will meet a real need. The work will embrace the following lines:

A survey of the primary and secondary wood-using industries to determine the possibility of more complete utilization of by-products, low-grade materials, and wood waste; dimension stock study, including the standardization of small dimension stock requirements and determination of the most economical methods of converting the standing tree into the form of material required in secondary wood-using industries; standardization of nomenclature, sizes, grades and specifications for lumber and cross-ties; wood waste exchange to effect the utilization of raw materials now disposed of as waste, by supplying a medium through which producers can locate markets for woods, mill and factory by-products and waste, and wood-consuming plants can locate material of this character such as will meet their requirement; general work, including the broad field of encouraging the wider use in the wood-using industry of the results of technical research available at the laboratory.

The proposed personnel of the new section, partly recruited from other laboratory sections, will consist of ten technical foresters, one engineer, and four non-technical employees.

Axel H. Oxholm, recently appointed chief of the Commerce Department's new Lumber Division, has left Washington to confer with lumbermen in various Northwestern states. He will visit Buffalo, Boston, Portland and Bangor, Maine, and Williamsport, Pa.

During the trip he will confer with lumber associations, business houses and individuals interested in selling American lumber in foreign countries, with a view to improving and speeding up service in the Department in assisting the sale of lumber abroad.

During the middle part of September Mr. Oxholm plans to visit the Middle West and the Pacific Coast. It is planned that he will cover South Atlantic and Southern States some time after October 20.

retailers are guilty of holding up prices along with retailers in other lines and when they read that there are indications of another buyers' strike, they find but small solace in the thought that if that strike comes it will be due to the retailers' practices rather than to the manufacturers. The effects will all be reflected back upon the manufacturer anyway so what does it matter who is to blame?

However, this is not intended to give the idea that furniture manufacturers are pessimistic over the outlook. It means merely that they are watching the situation just as carefully as they watched it a year ago and perhaps even more so. It means that they are waiting the results which their salesmen may be able to obtain on the road and meantime they are keeping right along literally sawing wood and then putting it together again in the form of good furniture.

* *Lumber Trade Customs*

*As Established by the Arbitration Department of the American Wholesale Lumber Association, Chicago

Cancellation of Order The Facts

On June 12, 1920, a northern wholesaler mailed an order to a southern wholesaler for one carload, or 15 to 20 M ft. 4½x5½—16 ft. merchantable 1905 longleaf yellow pine rough in response to latter's quotation thereon, which stated that prompt shipment could be made. Seller mailed buyer formal acknowledgment of the order on June 16, in which he stated he would ship promptly. On same date, June 16, buyer wrote seller in reference to the orders as follows:

"Please hold up cutting on this order. We have word from our customer this morning that, on account of heavy falling off of their orders, they may have more than a sufficient supply on hand and will let us know in a few weeks, and at which time we will advise you either to cancel the order or proceed with its execution."

This letter was received by seller on June 18, who made no reply to same, but on June 23 mailed order to his mill connections with instructions to cut and ship same as quickly as possible.

On July 23 seller wrote buyer as follows: "Referring to your order No. 623, our No. 854, please advise if it will now be satisfactory to ship this stock out." On same date seller wrote mill to hold up cutting.

Buyer replied to above on July 26, stating that the situation still remained the same as it was on June 16, but that he would try and persuade his customers to permit shipments of one more car "so we can use the car placed with you." He also again cautioned seller not to cut any of the stock until buyer advised he could use it.

Seller replied stating he had placed order with his mill; that he could not therefore hold up shipment indefinitely and insisted that immediate shipping directions be given on same.

Upon receipt of the latter on July 31 buyer wrote seller to cancel the order, as his customer had wired that he could not use the stock.

Meanwhile seller's mill advised him on July 31 that he had cut about 6,000 feet on the order before receiving instructions to hold up on same.

Considerable correspondence then followed in which seller made an unsuccessful effort to secure an adjustment of the matter with buyer. During this correspondence seller only demanded that buyer pay him for the stock cut at price seller had agreed to pay the mill, the seller waiving his profit in the transaction.

During this time the mill was insisting on some action, either by permitting him to ship or paying him for stock cut.

The Dispute

The buyer contended: First, that having notified seller not to proceed with the order, before the latter had done anything towards its execution, no actual damage should have resulted from his act. Second, that seller having failed to notify him promptly upon receipt of his instructions of June 16 to the effect that same would not be complied with and seller having written him July 23 for permission to proceed, led buyer to believe that his request was being complied with, and that the seller by such action did in fact acquiesce in buyer's request to hold up cutting, with option to cancel.

Seller contended that the original contract was the only one ever entered into, inasmuch as he had refrained from specifically accepting buyer's subsequent proposal; and that he was under no obligation to even consider any suggestion from buyer that original contract be held in abeyance or cancelled, but that he did hold up on same for a time as a voluntary courtesy or accommodation to buyer. He therefore contended that he should be paid in full at contract price for the 5,940 feet which had been cut, the same to be the property of buyer to dispose of as he might see fit.

One of the most striking paragraphs in Mr. Norman's letter is given herewith:

Complainants further say that as a result of the rate and rate adjustments herein complained of the mills and plants of complainants which have the long hauls to the great consuming markets, are closed down and many of them mailed up; that but little hardwood lumber and forest products is now being produced in the South; that many of the mills are

Salesmen as they were leaving for their road trips were all optimism. More than one of them predicted he would turn in the biggest business he ever wrote in a single trip. They figure that the unusually hot summer has driven business away from the cities and that with the coming of fall and cooler weather business generally will show a marked improvement, which will be reflected in the furniture business as well as in other lines.

facing ruin and some of the largest are already in the hands of receivers; that hardwood lumber and forest products are selling at these mills below the cost of production, but, even at these ruinous prices, are unable to pay present exorbitant freight charges and compete with short haul production and substitutes; that the delay incident to the usual procedure in handling formal complaints will be fatal to the complainants and injurious to the defendants, since, if lumber and forest products are to be available for market and transportation during the coming winter and spring, the logs must be moved to the mills before fall rains set in.

The Decision

Held, that inasmuch as seller had a bonafide legal order for a carload of lumber from buyer, properly acknowledged, and afterwards received an order to hold up cutting, seller had a perfect right to either refuse to hold up cutting, or refuse to cancel the order, or go ahead and cut it and ship it out according to the original order received by him; or, in event that he had been willing to grant buyer's request of June 16, he had the right to demand of buyer the profit he would have made had the order been filled according to contract.

Seller did not take either one of these alternatives, but five days after receiving buyer's request to hold up with possibility of cancellation later, he placed the order with the mill and allowed the mill to cut some special pieces he knew full well that his customer might not be able to take. Seller, however, had no legal or moral right to take any action whatsoever that would jeopardize the buyer's interests. It is therefore held:

First, that inasmuch as seller did not refuse to hold up cutting on the order; neither did he cut and ship out the stock according to the contract; neither did he demand the profit he had in the order; and inasmuch as any loss on the entire transaction was caused through the action of seller alone, all of which could have been very easily avoided had he given buyer the consideration that is due a buyer from a seller, there would not have been any loss whatever.

Second, inasmuch as buyer used every reasonable effort to prevent loss by stopping, as he supposed, the cutting of this special material, and inasmuch as seller did not place the order for this special cutting with the mill for five days after he had received request "not to cut it," the fault lies entirely with seller and he is not entitled to any redress whatever.

Request of Buyer to Substitute Transit Cars for Mill Shipment. Decision No. 21—Docket No. 90

THE FACTS: On October 16, 1920, a wholesaler mailed an inquiry to a manufacturer for 1 x 4 No. 2 Common Yellow Pine S2S; on October 16, the latter quoted a delivered price of \$27.50 per M feet. The wholesaler thereupon wired the manufacturer a counter-offer of \$26.50 for one car, which the latter promptly accepted by wire, mailing a formal acknowledgment of the order the following day. No time of shipment was specified by either party.

On October 25, the buyer wired the seller to increase the order to two cars and to rush shipment, quoting seller's order number as shown on the latter's formal acknowledgment. The addition was accepted the same day and a formal acknowledgment mailed.

It was alleged by the buyer that shortly after this addition was made, but before invoice was received for either car, he received from the seller a stock list showing two similar cars as being in transit or about to be placed in transit. The price quoted in this circular was \$25.50, or \$1.00 per thousand less than that specified in buyer's order. The buyer stated, that inasmuch as he was in a hurry for shipments and no definite time had been given on his mill shipment orders, he immediately mailed seller the list referred to, with pencil notation thereon, requesting that these two cars be applied on his order and at the lower price shown. The seller alleged he had no record or recollection of having received such a request and neither affirmed nor denied having received the same.

The bills of lading and other evidence submitted showed that the first car on the order was placed for loading on October 25, and that loading was completed October 27, although the car was not pulled out by the railroad and bill of lading signed until October 30. The second car was placed October 30 and loading completed November 2 (October 31 was Sunday). It was pulled out and bill of lading signed on November 3.

The first car was invoiced at \$25.50, the price contained in the circular referred to. The second car, however, was invoiced at original contract price, or \$26.50.

THE CONTROVERSY: The buyer contended that the transit cars should have been applied on his order and invoiced at the lower price of \$25.50, on the ground that he had requested this substitution. Although he never received an acceptance or even an acknowledgment of this re-

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Data on Cutting Hardwoods for Shrinkage

On behalf of one of its readers HARDWOOD RECORD recently secured a compendium of expert information on the practice of cutting to allow for shrinkage of hardwood lumber through ten months' air-drying. This information disclosed that cutting practice is not uniform with the various mills, and that there is also a wide difference in the shrinkage of different species of hardwoods.

On the assumption that the data involved in this question is of broad general interest it is herewith passed on to the trade, somewhat in the order in which it developed. First the —

QUERY

What thicknesses are rough, air-dried hardwoods supposed to be in 1", 1 1/4", 1 1/2", 2" when ten months' air-dried or suitable for putting in a dry kiln? Also what thickness after kiln drying?

Then the—

ANSWERS

From Lumbermen

We endeavor to follow the National Hardwood Lumber Association inspection rules as closely as possible. By that we mean: All FAS lumber plump thickness. Cuttings to be full thickness on common lumber, taking advantage of the differential permitted in the rules. We have never made any distinction in the thickness in shipping lumber for kiln drying. We are not familiar with the shrinkage developing in kiln drying hardwood lumber.

We believe stock should be sawn sufficiently thick so that it would be full thickness when ten months' air-dried, that is, when sawn green it should be about 1/16" full, so that it will dry out full thickness after being dry. We don't really know what the thickness of the stock is after it comes out of the kiln, but assume that it shrinks anywhere from 1/32" to 1/64".

We cut our 1", 1 1/4", 1 1/2" and 2" lumber 1/16" heavy. It dries out, to become properly air-dried, a little less than 6 per cent, and leaves the lumber sufficiently thick to surface to the standard thickness of surfaced lumber that is: 4/4" to 13/16", 5/4" to 13/32", 6/4" to 1 11/32", 8/4" to 1 3/4".

We imagine that the shrinkage and dry kilning of air-dried stock will be somewhere between 4 and 5 per cent, probably nearer 4 than 5 per cent, but this last statement is made without claiming to be accurately informed.

From Dry Kiln Companies

Your question can only be answered in a general way, because it is not specific enough to permit an accurate answer. For example, sawing practice varies considerably. The variation in the natural shrinkage of different hardwoods is very great. You do not specify whether the lumber is quarter-sawn or plain-sawn nor do you specify the time of the year the lumber is cut. All of these factors affect the shrinkage to a great extent.

In general, all hardwoods do not begin to shrink at all or appreciably until they have dried below 30 per cent moisture, or until all of the free water has been dried out. Furthermore, quarter-sawn lumber shrinks twice as much in thickness as plain sawed. During the best drying ten months of the year 4/4" hardwoods will dry to about 25 per cent moisture, and the shrinkage will be approximately 16 2/3 per cent of the total shrinkage in thickness. Taking sugar maple as an example, the approximate shrinkage within ten months' air-drying will be approximately as follows:

	Plain Sawed	Quarter Sawed
4/4".....	.008 inches	.015 inches
5/4".....	.01 inches	.019 inches
6/4".....	.012 inches	.023 inches
8/4".....	.016 inches	.031 inches

With the same material kiln-dried to 5 per cent moisture, shrinkage would be approximately as follows:

	Plain Sawed	Quarter Sawed
4/4".....	.040 inches	.075 inches
5/4".....	.05 inches	.095 inches
6/4".....	.06 inches	.115 inches
8/4".....	.08 inches	.155 inches

The above example may serve your purpose, but it is based on the assumption that the green lumber was sawed to the exact dimension, and the figures for shrinkage are average for a great number of careful tests and might not apply exactly to any particular board.

Hardwood takes in every variety of species, and the writer finds that all hardwoods do not shrink alike. Furthermore, you do not state whether

the stock is to be bastard or quartered. This also, of course, makes a difference.

It is well known that wood shrinks twice as much tangentially as it does radially. Of course, this all depends on the way your stock is to be sawed.

Now, for instance, oak to be 1" thick when kiln-dried should be cut to allow 4.1 per cent for shrinkage, when it is green from the saw, and this shrinkage in a radial direction. On the other hand, an allowance of about 8 per cent should be made in the tangential direction.

Now, to make this more clear: Suppose we had a piece of stock green from the saw to be kiln-dried to 1". If the piece was of bastard cut, we would allow 4.1 per cent of 1" for shrinkage. If the piece was 2" on the same kind of a cut, we would allow again 4.1 per cent of 2". The writer believes this brings the allowance out better than in the other case.

Now, stock ten months' air-dried, to be dried to 5 per cent moisture content in kiln, should have an allowance of 3 per cent in the radial direction and 6.3 per cent in the tangential direction—this being oak.

Now, these shrinkages vary according to the species, but in general you will find that this will cover pretty much all species.

From Forest Products Laboratory, Madison, Wis.

The question you ask is one which cannot be answered in a few words. So far as we know it is impossible to tie this matter down to definite figures applicable in all cases. As you undoubtedly know, the National Hardwood Lumber Rules state that the lumber shall be of standard thickness when shipping dry. However, the state of dryness known as "shipping dry" has, so far as I know, never been defined in any definite usable way. I presume that one would be safe in making the general statement that hardwoods which have been air-dried ten months are at least shipping dry and that, therefore, according to the National Rules, the thickness should be just about standard or a trifle less.

The exact moisture in stock which has been seasoned for any given period will vary tremendously, of course, with weather changes as well as with the condition of the stock itself and the species. Assuming that the moisture content of shipping dry stock is 20 per cent and that kiln-dried stock contains 7 per cent moisture (these assumptions will probably apply reasonably well to most conditions), the shrinkage from shipping dry to kiln dry will be approximately one-half of the total shrinkage from green to oven dry. In other words, it will be about half of the shrinkage which you will find in table 2 of Bulletin 552. On this basis, taking, for example, the first species appearing in the list, namely, red alder, quarter sawn stock of standard size when shipping dry will be one-half of 7.3 or 3.65 per cent undersize in thickness when kiln-dried, and slash-sawn stock would be one-half of 4.4 or 2.2 per cent undersize. Individual pieces would, of course, be expected to vary considerably from this average.

Railroad Tie Production

The normal demand for railroad ties is somewhere between 100 million and 125 million annually, says the recent U. S. Forest Service report compiled in response to the Capper Resolution in the Senate. In 1918, purchases were slightly under 77,500,000 according to the report, and in 10 months of 1919, were slightly over 84,500,000. During the war and the period of Government supervision of the railroads, extensions could not be made and improvements were necessarily confined to those of an urgent character. Lumber purchases were therefore at a minimum. Even under such a policy of retrenchment railroad purchases of sawed materials, excluding hewn railroad ties, telephone poles, etc., aggregated approximately 4 1/2 billion feet or 14 per cent of the total lumber cut of the country for 1918.

That there have been profound changes in the lumber distribution from different regions during the past year, continues the report, is shown by the invasion of the Middle Western and Eastern States by Douglas fir ties. These are regions which in the past have been supplied with the standard oak tie cut immediately along the rights of way or with southern pine ties from the South. During 1919 orders amounting to nearly 100,000,000 board feet were placed for Douglas fir ties for eastern roads because of the uncertainty of securing adequate supplies along their rights of way and because of the excessive costs of local ties. In other words, oak ties cut within a few miles of the right of way and bearing practically no charges in freight and southern pine ties are now being replaced by fir ties hauled overland across the continent or shipped through the Panama Canal.

The results of this and similar journeys have added to the conviction of lumbermen that aircraft was extremely useful in the timber industry. In the woods of northern Quebec alone this season, 4,000 miles have been explored in flying trips. A complete camping outfit is carried on these flying boats, including a tent, canoe and a plentiful supply of food.

(Continued from page 26)

quest he contended that the fact that the first car was invoiced at the lower price was in fact an acceptance of his later proposition.

The seller contended that even though requested to do so, he was under no obligation to accept a change in the original contract, and that in fact he had not done so. He stated that the price on the first invoice was a mere clerical error in his office, and that a corrected invoice was sent to the buyer as soon as the error was discovered.

He furthermore contended that he rendered very prompt service, making mill shipment as agreed and within a few days after receipt of orders. He therefore insisted that both cars should be settled for in accordance with the original order, or on a basis of \$26.50 per thousand.

DECISION HELD, that the original order was a bona fide contract entered into between the parties and properly handled by the seller.

HELD further, that while the buyer claimed to have requested that the order be changed in the manner stated, no evidence was submitted in support of this claim. Furthermore, such request would have no bearing on the case in the absence of proof of acceptance thereof on the part of the seller.

HELD further, the price at which the first car was originally billed was plainly a clerical error in the seller's office.

It is therefore held that the buyer should pay the seller in full for both cars at \$26.50 per thousand, the price specified in the original order and mutually agreed upon.

Pertinent Information

Momentous Building Trades Decision Rendered

The way was virtually cleared for Chicago's \$100,000,000 building boom by Federal Judge Landis, umpire in the building trades controversy, on September 7, when he handed down a decision applying to working conditions and wage awards that will no doubt be national in its effect and set the pace for the restoration of normal and reasonable conditions in the building industry everywhere.

The decision was the result of months of study and provides for a uniform agreement between unions and employers, which eliminates long-sustained abuses that have added hugely to the cost and hazard of building, such as contracts giving monopolies to labor and material interests and the many rules so fruitful of jurisdictional disputes and graft for union agents.

The wage awards showed a reduction of 10 to 36 per cent from the 1920 scale, the hourly wage of many skilled trades formerly \$1.25 cents an hour being cut to \$1.10 and below \$1, in one instance as low as 70 cents. The average reduction of the hourly wage of the highly skilled workers was only 12½ per cent, as contrasted with the 20 per cent reduction in average living costs. But Judge Landis explained that while this does not seem large, it is only a part of the reduction in the cost of building which his decision will affect. The elimination of working agreement abuses will bring about very substantial reductions in building costs.

It remains now only for the unions involved to accept Judge Landis' decision. The decision received the hearty applause of the employers immediately upon its delivery. The unions showed a certain amount of chagrin at the wage reductions and entered a strong protest, but at the time of this writing, Thomas Kearney, president of the Chicago Building Trades' Council, said that while "we expected him to be more liberal * * * we selected him and I expect all of us will abide by his decision."

The only real fly in the ointment is the fact that the carpenters, plasterers, elevator constructors, sheet metal workers, painters, glaziers and fixture hangers held aloof from arbitration and are not directly affected by the decision. It is expected, however, that public opinion will soon force them into line.

Wisconsin Plant Makes Wood "Waste" Pay

Andrew Kaul & Co., Inc., of Merrill, Wis., has recently devised an economical method of converting waste woods from its large woodenware plant into profitable products, such as rolling pins, pail and knife handles, bowling pins and similar commercial goods. The waste wood, formerly selling at about \$6 per cord, now returns a handsome profit. The company for years manufactured wagon hubs and spokes, and later added a department for manufacturing bobbins, spools and similar articles for woolen and cotton mills, and wooden plugs for paper rolls. Charles Green, general superintendent, recently perfected an original design of a machine which has broad facilities for converting waste wood into useful specialties. The machine was built by the Lincoln Iron Works of Merrill and is capable of turning out 30,000 plugs a day, or the equivalent of other articles. It is said the Kaul company is the first in Wisconsin to manufacture rolling pins. Tenpins are also in wider demand, due to the greater interest in bowling and the establishment of new alleys. The Kaul product is made from hard maple, which is said to outlast lignum vitae four times for this purpose. The Kaul factory is turning out 10,000 bobbins a day and a large number of pail handles for woodenware concerns all over the country. Its orders for wagon hubs, spokes and automobile spokes and

felloes are sufficient to keep the department busy a year ahead and the factory is working fifteen hours a day on this class of material. Farm wagon manufacture is reported to be the most active in about five years and increasing. The Kaul company recently incorporated its business and made extensive repairs and improvements, including additional dry kilns.

Indiana Plans Large Forest Reserve

A survey of forest lands in Jennings, Jefferson, Jackson, Scott, Brown, Clark, Floyd, Harrison, Crawford, Perry and Lawrence counties of Indiana is being made, of both potential timber lands and property on which there is marketable timber now standing, by officials of the state conservation commission and the United States forestry service. This is the first step toward the purchase of 100,000 acres of land for state forest reserves and the forestry program involves the expenditure of about \$1,000,000. W. A. Guthrie, chairman of the state conservation commission, is in charge of the survey.

In the case of marketable timber lands, the marketable timber will be considered at its commercial value in fixing a purchase price. The survey is being made preparatory to a movement to obtain appropriations sufficient to purchase the lands in the event the report is approved by the Governor and the conservation commission. Mr. Guthrie is of the opinion that most of the land desired can be obtained at approximately \$8 an acre, and stated that no land will be considered which is priced at more than \$15 an acre.

Clubs and Associations

The Demurrage Referendum

The question as to whether or not the American Wholesale Lumber Association should favor the change in demurrage charges as proposed by the National Industrial Traffic League was recently submitted to its members for a referendum vote.

They have now received 55 replies, of which 47 were for and 8 against the proposed change, whereby the present demurrage rates would be superseded by a flat charge of \$3 per day, the same to prevail uniformly both in times of car surplus and during periods of car shortage.

However, members of the league have voted overwhelmingly against the change, which is an absolute reversal of opinion as expressed at the Cleveland convention in May.

The proposed change therefore will not be considered further by the league committee at this time. The committee meets in New York on September 12, 13 and 14, and will then carefully study the various views expressed by the league members and thereby determine what further action, if any, should be taken in the immediate future.

Lower Rates War Council Meets

On the call of S. M. Nickey, president, the board of governors of the Southern Hardwood Traffic Association held a special meeting at Memphis on September 7 to organize the procedure that will be followed in the hearing of the association's plea for lower rates on hardwood lumber, which begins before the Interstate Commerce Commission in Washington on September 29. J. V. Norman of Louisville, general counsel, was present at the meeting and the statistical and other evidence which the forces of the association have been industriously assembling for the past few weeks was carefully gone over.

Nothing has been given out for publication thus far regarding the information and data collected for the reason that the association does not care to forearm the railroads as to the task to be taken. It is known, however, that the association is prepared to show that stocks of hardwood lumber throughout the southern producing field are the largest in the history of the industry, this being true especially of the lower grades which have accumulated, not so much through large production as through failure to move to market for the reason that current transportation costs are prohibitive.

It is not disclosing any secret of the association to say that expense bills are on file showing that transportation costs have absorbed practically the entire proceeds of the sales of low grade lumber.

Aside from the conference in question, perhaps the most significant development in the rate contest is the announcement that the Southern Cypress Manufacturers' Association will join hands with the Southern Hardwood Traffic Association in this fight. The cypress men have the same complaint as the hardwood manufacturers, namely, that their markets have been destroyed through the high freight rates, which have made it impossible for them to distribute in the channels of trade heretofore open to them.

Evansville Club to Resume Meetings

The Evansville Lumbermen's Club at Evansville, Ind., will hold its first fall meeting on Tuesday evening, September 13, at the New Vendome hotel in that city. This will be the first regular business meeting of the club since the second Tuesday night in May last when adjournment was taken for the summer. J. C. Greer, president of the club, and William S.

Long-Bell

Branded Hardwoods

GUM~OAK~ASH

POPLAR~ELM

The Long-Bell Lumber Company produces in quantity and in all commercial sizes hardwoods cut from selected trees in the famous Saline River bottom of Arkansas and the Bucattanna basin region of Mississippi where these woods develop exceptional texture and uniformity of color. For a great variety of purposes, users have for many years found Long-Bell hardwoods to have outstanding superiority. As an assurance to users that they are obtaining hardwoods produced by this manufacturer they bear the nationally known

LONG-BELL BRAND.

The Long-Bell Lumber Company

R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

Partington, secretary and treasurer, are of the opinion that the coming season will be a live one for the club and that the meetings will be largely attended. An effort will be made during the coming winter to increase the membership of the club, and many of the manufacturers and retail lumber dealers living in towns and cities within a radius of seventy-five miles of Evansville will be asked to become members. The traffic manager, John C. Keller, will make a report at the September meeting and announces that he has some important matters to talk over with the members.

New Demand for Buggies

According to George W. Huston, secretary and treasurer of the Carriage Builders' National Association, the industrial slump has resulted in many farmers temporarily abandoning their automobiles, in favor of buggies, to save gasoline. "The farmer, who is receiving less for his products now than at any time since before the World War," said Mr. Huston, "is using horses which he has to feed anyway while using gasoline. This doesn't apply to all farmers of course, but to a goodly number at that." Secretary Huston is making arrangements for the exhibits which will be held in connection with the forty-ninth annual convention of the Carriage Builders' National Association at the Hotel Gibson, September 19 to 22. Several thousand visitors are expected to attend the meetings.

Sears Guest of Louisville Club

The Louisville Hardwood Club had a good attendance at its last meeting, and so much interest was shown in discussions that it was almost 11 o'clock when the meeting broke up. This meeting was the first of the season's indoor meetings, outings having been abandoned for the year. It was held at the Seelbach Hotel. C. M. Sears, formerly treasurer of the club, now looking after the mill end of the Edward L. Davis Lumber Company's business in Alabama, was a guest. Mr. Sears contended that one of the reasons why many members report slow business is that they are not working for business as they did before the war, do not travel as many men, and do not spend as many hours per day with their business. There was an interesting discussion concerning inspection of hardwoods.

Buffalo Talks Exports with Oxholm

A special meeting of the Buffalo Lumber Exchange was held on August 29, when an important conference took place between leading lumbermen and Axel H. Oxholm, chief of the lumber division of the foreign and domestic bureau of the Department of Commerce, who told what the government is doing and planning to do to promote export trade. He said: "We will base our future action on information and advice obtained from a number of groups such as this, meeting in several lumber centers. We

believe the lumbermen are best qualified to frame the methods by which their industry may be expanded, particularly in its export phase."

Harry L. Abbott, president of the exchange, presided over the meeting. Concerning the meeting, and the government's policy, Mr. Abbott said:

"We believe this policy, as outlined by Herbert Hoover, will go far toward the upbuilding of the American lumber industry and the increasing of export trade. This policy indicates that the present administration seeks to put business into government."

A committee was appointed, as follows, to confer with Mr. Oxholm: William A. Perrin, chairman; R. D. McLean, J. B. Wall, E. B. Lott and Frank T. Sullivan. A general informal talk resulted and Mr. Perrin expressed the opinion that the National Hardwood Lumber Association might take measures to protect the grades of American hardwoods in foreign markets. One suggestion was that the association take space at the Lyons Exposition, where a demonstration of grades and finish of woods could be made. It was stated that lumber abroad is largely sold on brands and that some of these are 700 years old. Japanese oak is giving American oak a hard run, despite the superior quality of the latter and the finer finish of which it is capable, and the committee feels that if American hardwoods can be made better known great benefit will result in foreign sales.

Preservers Establish Service Bureau

The service bureau of the American Wood Preservers' Association has just been established with headquarters at 1146 Otis building, Chicago. It is the aim of the managers of the bureau to make it of direct benefit to all users of wood, lumbermen, engineers, the wood preservation industry and everyone interested in conservation of the country's forest resources.

Cincinnati Tournament Announced

Souvenir programs are now out for the second annual tournament of the Cincinnati Lumbermen's Golf Association, which will be held at the Western Hills Country Club on October 6. The program gives a list of some \$400 worth of trophies. There will be about a dozen handsome prizes awarded in addition to the eight that will be presented to the winners of the Tuesday afternoon events that have been played throughout the season.

The tournament committee, of which E. O. Robinson of the Mowbray & Robinson Company is chairman, has put in a great deal of time, with the help of J. C. West, the club's president, in arranging the program and selecting prizes. The tournament competition is open to all lumbermen who are members of the Cincinnati Lumbermen's Golf Association. The playing will be followed by the annual dinner and election of officers.



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Of the three controlling factors in Dry Kiln operation—heat, humidity, and circulation—circulation is king. The circulation is your transportation system delivering the necessary heat and humidity to your lumber. If your circulation falls down, or is inadequate and not uniform your drying suffers accordingly.

The largest manufacturers of drying equipment now offer you their services in regard to your lumber drying problems.

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B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS

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With the Trade

Mengel Opposes Mahogany Tariff

C. C. Mengel, Jr., vice president of The Mengel Co., Louisville, has secured a little publicity in the press within the past few days, opposing the Fordney Tariff Bill in connection with the proposed ten per cent ad valorem tax on importation of mahogany logs, which he holds will stifle American sales in England and Europe. He further contends that it would result in increased cost of mahogany lumber in this country, and result in substitution, which would further devastate the American forests, while the cost of collecting the tax would be greater than the net results to the Government. As the bill is written Mr. Mengel argues that veneers and lumber would be produced in foreign countries, and shipped into this country in competition with production of American manufacturers.

Dugger Goes to Columbus, Ohio

Charles B. Carothers, Inc., announces that Henry B. Dugger will take charge of its sales of lumber in Ohio and West Virginia, with headquarters at Columbus, O. He succeeds Earle T. Carothers, vice-president of the firm, who has moved his headquarters to Nashville, where he will look after sales in Tennessee and Kentucky. This firm has materially enlarged its operations during the past few months.

Big Box Car Repair Order

The plant of the American Car & Foundry Company, located at Binghamton, a suburb of Memphis, has secured an order from the Illinois Central Railroad for the repair of 500 box cars, and it will begin work on these, according to the management, as soon as the necessary materials are assembled and the cars are sent to Binghamton. It is estimated that the cost of this work, including the materials, will be approximately \$500,000. This is only 25 per cent of the order placed by this railroad, the remaining 75 per cent being given to other plants.

Brown-Moore Company Formed

T. I. Moore and C. L. and L. E. Brown have purchased the Morrilton & Conway County Mills from the Grobelebe Lumber Company of Springfield, Mo., and these gentlemen have already taken out a charter under the laws of Arkansas, for the Brown-Moore Lumber Company, which is capitalized at \$75,000. Organization of the new company has been perfected by the election of L. E. Brown as president, C. L. Brown as vice-president and T. J. Moore as treasurer and general manager. In addition to the mills taken over from the old firm, the company plans the establishment of planing mills at Morrilton, Ark., in the near future.

J. S. Trainer Loses His Wife

Mrs. Hannah Adams Trainer, the wife of J. S. Trainer, senior partner of Trainer Brothers' Lumber Company, Chicago, died on August 17, after an illness of nearly a year. Mrs. Trainer was buried in Rose Hill cemetery on Friday, August 19. She was a native of Chicago but of old New England stock. In the hope that it would improve her health Mr. Trainer took his wife on a long trip to Plymouth, Mass., last spring, but the temporary change of residence failed to improve her.

Chapman & Dewey Move to Memphis

After thirty-four years' residence in Kansas City, Mo., the main offices of the Chapman & Dewey Lumber Company have been moved to Memphis, Tenn., where they are established in the Bank of Commerce building. There the affairs of the company will be under the personal supervision of the following officers: W. C. Dewey, president; H. C. Dewey, treasurer; W. B. Chapman, vice-president; A. Smith, sales-manager.

The old offices in the Rialto building, Kansas City, will be maintained as a district sales office in charge of E. H. Chapman.

The Chapman & Dewey Lumber Company was organized on January 10, 1887, in Kansas City, Mo., for the purpose of manufacturing hardwood lumber, railroad ties and boxes. During the thirty-four years of its history it has owned and operated four box factories, ten sawmills and several wholesale yards in addition to its timber properties in north-eastern Arkansas, which amounted to over 100,000 acres of mixed hardwoods. At the present time the company operates two large band mills at Marked Tree, Ark., with the combined capacity of 100,000 feet per day, manufacturing exclusively the logs cut from its own timber lands.

Open Southeastern Department

A Southeastern Department will be opened by the Lumbermen's Mutual Casualty Company of Chicago in Atlanta, Ga., on September 12. Offices will be in the Candler building.

The addition of this department was necessitated by the continued growth of the association. It will be placed in charge of L. K. Arrington who was for six years insurance commissioner of Tennessee, and since December 1, 1920, manager of the Nashville office of the Lumbermen's Mutual Casualty Company. Mr. Arrington's record as insurance commissioner promises his immediate success in this position. His experience in the insurance field extends over many years. One important phase of this experience was in putting into operation the compensation law in Tennessee during his term as commissioner.

F. M. Baker Represents Chicago

The Chicago chapter of Hoo Hoo was ably represented by F. M. Baker of Hardwood Mills Lumber Company at the grand annual concatenation in Fresno, Calif., September 8, 9 and 10. Mr. Baker, who is vicegerent of the Chicago chapter, left Chicago on Wednesday, August 31, for his long journey to the Pacific Coast. He went via St. Louis where he joined the St. Louis delegation, which was going west in a special car. While on the Coast Mr. Baker expects to visit Tacoma, Seattle, San Francisco and other large cities of Oregon, Washington and California.

Fathauer Sues Coppock

The Theo. Fathauer Company of Helena, Ark., filed suit in Federal Court recently asking damages of \$5,000 from the S. P. Coppock Sons' Lumber Company of Ft. Wayne, Ind., for alleged breach of contract. The plaintiff states he suffered a loss of \$4,045.74, as the result of the refusal of the defendant to accept the remainder of the shipment of 103,000 feet of red oak, after he had already accepted 97,000 feet in February, 1920. The order called for 200,000 feet. The plaintiff charges that the lumber market declined in the meantime, causing him a loss of from \$15 to \$40 a thousand feet on the remaining red oak unshipped.

Retailers Will Feast at Thunder Lake

The Thunder Lake Lumber Company will on September 15 entertain the Wisconsin Valley retail lumber dealers and their families by taking them out on the company's logging railroad for a camp dinner. The picnickers will leave Rhinelander, Wis., at 10 a. m. on the "Thunder Lake Special" for the scene of the feast.

Lamb-Fish Sales Office in Chicago

The announcement was made a few days ago that the sales office of the Lamb-Fish Hardwood Company has been moved from Charleston, Miss., to Chicago. The office is now located at 208 So. La Salle street in the Continental & Commercial National Bank building. Thomas F. Toomey, a Chicago hardwood lumberman of many years' experience, has been placed in charge of the office as manager of sales. Mr. Toomey was for a number of years with the Edward Hines Lumber Company, and more recently with the Kenfield-Lamoreaux Company, in the Conway building, Chicago, as manager of sales. Mr. Toomey is well and very favorably known to the trade throughout this territory.

Hardwood News Notes

MISCELLANEOUS

The Atlas Lumber Company, with headquarters at Cincinnati, O., has opened an office at Detroit, Mich.

The Morrison-Waters Piano Company of Cincinnati, O., has reorganized as the Smith & Nixon Corporation.

At Lexington, Ky., the Elk Stave Lumber Company has been incorporated.

The Harris Hardwood Company, Roanoke, Va., of which Allen Harris is president, has increased its capital stock from \$50,000 to \$500,000.

CHICAGO

George D. Griffith of George D. Griffith & Co. left for Philadelphia on the night of September 2, accompanied by Mrs. Griffith, to visit their daughter, Mrs. Ludlow J. Washburn. Mr. and Mrs. Griffith expect to be gone several weeks, motoring back to Chicago. In Philadelphia they will be joined by some cousins of theirs from Richmond, Ind., and with them will motor to Washington. From the capital city they will strike east through the Blue Ridge and Allegheny mountains.

J. W. Daley, sales manager of the Eastman-Gardiner Lumber Company, Laurel, Miss., visited Chicago the week ending September 3.

W. A. Herbert of W. A. Herbert & Company recently returned from a two-months' automobile tour to the Pacific Coast. On the Western Coast Mr. Herbert drove through Washington, Oregon and California.

W. L. Godley, Chicago representative of the W. R. Pickering Lumber Company was called to Texas Saturday, August 27, due to the serious illness of his father.

Patrick McNamara, who for the past eight years has been a salesman in the Chicago territory for the Lyon Lumber Company has joined the Louisiana Red Cypress Company and will be connected with the Chicago office of that company.

H. J. Thorsen of the H. J. Thorsen Lumber Company, Appleton, Wis., was a visitor in Chicago the latter part of the week ending September 3.

A business and pleasure trip which R. E. Boyd of the Manley & Boyd Lumber Company took to Marquette, Mich., two weeks ago resulted in a handsome string of trout.

On his return Mr. Boyd was happy to report a marked improvement in export demand for hardwood lumber. His company has booked several

King Mill and Lumber Co.

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Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

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WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

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also
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DRYERS

fine export orders recently and expects the demand to continue. However, Mr. Boyd finds that the mill stocks are extremely short on the quality of lumber which export buyers demand. According to his observations only the most moderate export demand could be supplied out of present stocks of first and seconds oak and other species.

The Shafer Lumber Company has increased its capital stock to \$80,000. The Dragon Motor Corporation has filed an involuntary petition in bankruptcy, as has the Fred K. Higbie Company of Chicago and Walrath, Wis.

Way has been cleared by Federal Judge Landis, arbiter in the building trades controversy, for Chicago's great building boom, and incidentally for the return to work, when the boom gets into its full stride, of 50,000 men. This was accomplished on September 1 by the elimination of the last of the restrictions which have been a fruitful source of strife and unrest in the Chicago building industry for many years.

The restrictions abolished by agreement between officials of the union and heads of the big building associations are the so-called work permit and subcontractor practices. A building worker may now move from job to job and secure work on any job without first having to bring some union official for a permit. Contractors will no longer be obliged to apply for permits to work union men overtime and non-union men may without permits work on union jobs when there is a shortage of labor.

Elimination of the subcontractor practice relieves contractors not members of the two big building associations to deal directly with union laborers without first applying to organization heads or to other contractors.

BUFFALO

A lumbermen's golf tournament was held at the East Aurora Links on August 25th, when a large delegation of members of the trade from this city visited the country club there, through arrangements made by Clark W. Hurd. The players numbered thirty-two and the low net score was turned in by Eugene F. Summers. His score was 71. A trophy presented by the Iroquois Hotel was awarded.

A distribution of 50 per cent to the creditors was made on September 1 in the case of H. Zeis & Sons, lumbermen and planing mill proprietors here for many years, who failed a number of years ago. The settlement was long deferred because of litigation which took it to the highest court in the state. There are numerous lumber creditors, whose interests were looked after by a committee consisting of Henry I. George, chairman; Maurice M. Wall and Nelson S. Taylor.

C. Elias & Bro. have about completed the erection of their large sawmill, which has been under way for a number of months. It will be a great addition to the facilities of this plant.

BALTIMORE

Chester F. Korn, head of the Korn Lumber Company, formerly of Cincinnati, and at one time president of the National Lumber Exporters' Association, but now operating a large saw mill plant at Sumter, S. C., was in Baltimore two weeks ago and saw some of the hardwood men here. He also conferred with Harvey M. Dickson, secretary of the N. L. E. A. While here Mr. Korn completed arrangements for a Baltimore connection to handle the products of his company in this territory. He

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

SPECIALS

Attractively Priced for Prompt Shipment

4/4 Log Run Hackberry.....	50,000
6/4 No. 1 Com. & Btr. Hackberry.....	12,000
12/4 No. 1 Com. & Btr. Hackberry.....	13,000
6/4 Log Run Pecan.....	40,000
6/4 Log Run Hickory.....	22,000
4/4 Softwood Boxing.....	70,000
5/8 Softwood Boxing.....	50,000
5/8 Log Run Sycamore.....	70,000
5/8 Log Run Elm.....	50,000
4/4 Log Run Elm.....	150,000
6/4 Log Run Elm.....	25,000
8/4 Log Run Elm.....	10,000
10/4 Log Run Elm.....	40,000
12/4 Log Run Elm.....	30,000
5/8 Log Run Sap Gum.....	180,000
10/4 No. 1 Com. & Btr. Ash.....	70,000
12/4 No. 1 Com. & Btr. Ash.....	60,000

This lumber is all dry, band sawed, edged
and trimmed and can be shipped promptly

We specialize in

**KRAETZER CURED GUM
5 8 LUMBER**

Write for Complete List with Prices.

North Vernon Lumber Mills
NORTH VERNON, INDIANA

expects to visit the Monumental City at frequent intervals and give much attention personally to the new representative.

The arrangement effected by the American Hardwood Flooring Company to have a branch here to introduce its output in this territory and gain a firm hold upon the Eastern market includes the construction of a warehouse on Guilford avenue, where stocks of the various products will always be found and where McEwen Ransom is in charge. The American Hardwood Flooring Company, as is generally known in the trade, has its factory and headquarters at Nashville, Tenn., and is controlled by the Ransom interests.

Richard P. Baer, of the hardwood firm of Richard P. Baer & Co., sailed on August 20, from New York on the steamer Lapland for England, to be gone about six or eight weeks, visiting lumber centers in the United Kingdom and other countries.

John Sloniker, of The Mowbray & Robinson Company, manufacturers of hardwoods and flooring at Cincinnati, was here on September 1 and saw various hardwood men. It was the windup of an extended Eastern trip, and after stopping in Baltimore it was Mr. Sloniker's expressed intention to turn homeward. He gave it as his opinion that a somewhat better demand appeared to have developed of late.

W. H. Schleyer, head of the Baltimore branch of the Kosse, Shoe & Schleyer Company, whose home office is in Cincinnati, made a business trip North a week or so ago and reports that he found trade in Philadelphia quite active, but that in New York and most other places pronounced quiet prevailed.

COLUMBUS

H. C. Creith, head of the H. C. Creith Lumber Company, sustained a loss of more than \$1,000 recently when his residence was burglarized for the third time in the past six months.

Papers have been filed reducing the capital of the United States Handle Company of Piqua, Ohio, from \$10,000 to \$500.

The three Silver bills, passed by the Ohio legislature at the last session, appropriating \$70,000 for reforestation purposes, have become a law, following the expiration of the time for filing referendum petitions. Edmund Secrist, has been named state forester to have charge of the administration of the laws.

A fire in the shavings chute of the Doddington Lumber Company at Broad and McDowell street recently caused considerable excitement, but only a loss of \$200.

W. E. Jones of the E. J. & W. E. Jones Company, 406 West Spring street, millworkers and lumber dealers, has been appointed chairman of the forum steering committee of the Columbus Chamber of Commerce, in which capacity he has charge of preparing the programs for the weekly meetings.

George H. Harlowe, formerly a traveler with the W. L. Whitacre Lumber Company, has opened a wholesale office for himself, but will continue to sell the Whitacre line.

CINCINNATI

Sales agents and dealers of the Globe-Wernicke Company, from all parts of the United States and foreign countries, concluded their first annual convention held in Cincinnati on August 24, 25 and 26, with headquarters at the Hotel Gibson. The sessions were held in the Administration building of the plant in Norwood, which manufacturers filing cabinets, bookcases, desks and other office equipment for all parts of the world. The agents and dealers were shown through the various departments and buildings of the factories and were addressed by E. Z. Blagg, vice-president of the company, and others. The visitors were entertained with automobile sight-seeing trips about Cincinnati and suburbs, and dinners at the Zoological Garden and Coney Island. They had a golf tournament at the Hamilton County Country Club, and enjoyed a banquet at the Norwood plant of the company.

A triple increase in the business facilities of the American Trunk Company will take place before fall is well advanced, the corporation headed by Charles Heinlein, Sr., having completed a deal for the purchase of the southwest corner of Court street and Central avenue. At the present time the American Trunk Company is limited to turning out 30,000 cases a year, but it expects to increase this to 100,000 in the new quarters. The working force is to be enlarged as soon as the mechanical equipment has been installed in the new home, a four-story brick building.

W. F. Gammage, dealer in hardwoods and staves, with offices in the Neave building, who recently recovered from a spell of sickness, has gone to Indian Lake, O., for an extended vacation.

W. J. Eckman, vice-president of the M. B. Farrin Lumber Company, reports that there has been a decided improvement in the export business here during the past two weeks.

The first meeting of the fall session of the Cincinnati Lumbermen's Club will be held at the University Club on September 13, according to Secretary Will Sterrett.

More than 100 persons attended a chicken dinner and dance at Philip's Garden on August 30, where officials and employees of the Sayers &

Seovill Company, manufacturers of automobiles and carriages, entertained their wives and a number of guests. Emil E. Hess, general manager of the company, concluded the entertainment with a talk on "Co-operation."

The eastern division of the Baldwin Piano Company, which has been located in this city for many years, has been moved to 665 Fifth avenue, New York City, where offices and the wholesale department will be located. The company has moved the Howard Piano Company, one of its auxiliaries, from Fifth and Eggleston avenue to the new plant on Gilbert avenue, near the Eden Park entrance.

INDIANAPOLIS

The Lumbermen's Mutual Casualty Company recently filed suit against the Lewis-Forbes Lumber Company, James Phillips, a driver for the lumber company, and the City of Indianapolis, asking damages of \$2,000. While the lumber company and Phillips were named as defendants the suit was directed against the City of Indianapolis as the complaint sets out that Phillips, while driving a mule team over a bridge near Shelby street, August 29, 1919, was seriously injured when the team ran away because of a broken plank in the bridge in which one of the mules caught its foot. The lumber company held insurance in the casualty company. Damages of \$2,000 were asked by the casualty company in the suit.

Alleging that the Indianapolis Body Corporation was insolvent, two suits were filed yesterday in the Marion County courts, one by Albert Vock who asks judgment of \$431.40 and interest from August 10, 1921, plus attorneys fees of \$100, the other by Henry Krughoann who asks judgment on foreclosure of lien for \$2,575, with interest from May 1, 1920, and attorney fees of \$500. Each asked for the appointment of a receiver for the corporation and foreclosure of mechanic's liens.

Officials of the Siedel Buggy Company of Richmond, which filed a preliminary certificate of dissolution here recently, state that the management and ownership of the company will remain the same, and that the notice merely indicated that the company had retired all their stock. The company will retain its old trade name.

Application was made recently to Charles C. Deam, state forester, for information concerning exemption of forest land from taxation under the new forestry law, by S. J. Peabody Lumber Company, of Columbia City, Ind., which owns about 500 acres of land in Cass county and which they are proposing to classify as forest land. Much interest has been manifested by various lumber companies in the new forestry program of the state.

Plans for a campaign to obtain better homes were laid before a luncheon meeting of manufacturers and retailers of furniture recently at the Indianapolis Chamber of Commerce by Robert L. Jordan of Chicago, managing director of the Furniture Publicity Bureau which was organized last April with the object of building up sentiment towards the home by means of an educational campaign. Mr. Jordan made an appeal to the meeting for subscriptions to a \$1,000,000 fund to cover a three-year publicity campaign in the interest of better American homes.

EVANSVILLE

There are millions of ties in the yards of the Indiana Tie Company in this city, and never before has the company had so many on hand, the officials of the company assert. The orders that the company now has on hand will keep the plant in operation for the next year, it is asserted. Some time ago the negro tie carriers at the plant accepted a cut in wages, and are still capable of earning all the way from \$5 to \$8 a day. The men work on the piece basis.

Daniel Wertz, head of the Maley & Wertz Lumber Company of this city, has returned from Bay View, Mich., where he spent several weeks with his family, who have been summering there. Mr. Wertz says that trade conditions are now more promising than they have been for some time past, and he believes that trade will show a big improvement in September over both the months of July and August.

Announcement was made a few days ago to the effect that J. W. Rose, manager of the branch of the Midwest Box Company at Anderson, Ind., had been transferred to the company's headquarters at Chicago. For many years Mr. Rose was a resident of Martinsville, Ind.

Charles A. Wolfen, head of the Wolfen West Side Lumber Company, is the president of the West Side Nut Club here, and steps now are being taken to incorporate this club and make it an international organization like the Rotary and Kiwanis Clubs.

Common stock in the Mutual Truck Company of Sullivan, Ind., may be accepted by creditors in payment of debts, according to a resolution that was adopted a few days ago at a meeting of the creditors. If the creditors sell the property of the truck company at a forced sale, it is said they would receive less than 10 cents on the dollar. The company's plant was established at Sullivan about two years ago.

C. Otto Holtman, formerly connected with the Evansville Planing Mill Company, has joined the city sales force of the Wolfen West Side Lumber Company.

A few days ago the fine country home of C. W. Gooding near Noblesville, Ind., was destroyed by fire.

Building operations are holding their own very well, and the contractors and building material men in Evansville are of the opinion that there

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING

PROMPT SHIPMENTS

**The MOWBRAY
& ROBINSON CO.**

(INCORPORATED)

CINCINNATI, OHIO

DELTA HARDWOODS

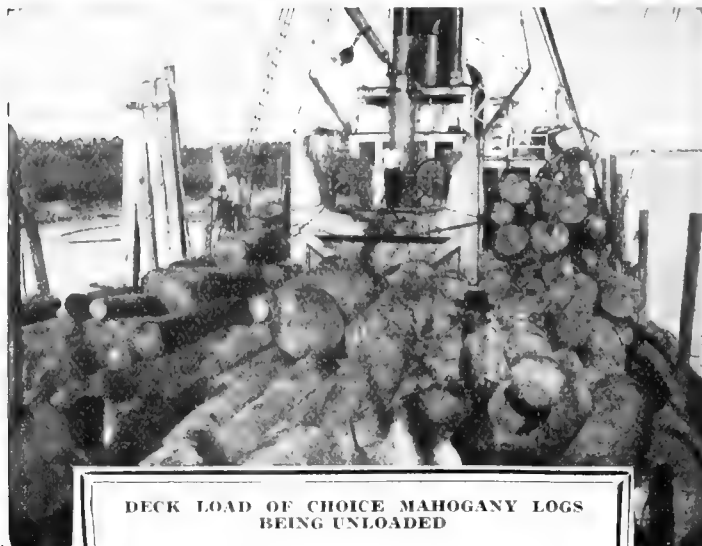
BACK UP YOUR REPUTATION

BY THE USE OF HARDWOODS OF ESTABLISHED QUALITY. WE ARE PREPARED TO SUPPLY YOUR MOST EXACTING DEMANDS, BOTH IN SERVICE AND QUALITY, BECAUSE WE SPECIALIZE IN HARDWOOD LUMBER. OUR STOCKS ARE UNIFORMLY MANUFACTURED AND GRADED. THEY APPEAL TO THE CAREFUL BUYER AND LEAVE SATISFACTION IN THEIR WAKE.

WE STUDY
TO PLEASE YOU



Double Band Mills
|| Arkansas City, Ark.



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

CHICAGO OFFICE

N. S. JOHNSON
39 W. ADAMS ST.

GRAND RAPIDS

GEO. A. BAKER
HOTEL CODY

MAHOGANY

OFFICES AND W. REHOUSES
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



will be a great deal of construction work done in Evansville and towns in this immediate vicinity during the months of September, October and November. They are also of the opinion that 1922 will witness more building than has been done during the present year.

LOUISVILLE

That production of hardwoods as well as pine in the South are below consumption, and that stocks are being depleted, is the report of E. F. Holway, as of Sept. 5, to Washington for District No. 6, of the U. S. Employment Service, in discussing employment. Mr. Holway has Kentucky, Tennessee, Alabama and Mississippi. He reports that pine mills have been starting, and production of pine is now up to about eighty per cent of normal, but that hardwood production is below fifty per cent of normal, and consumption in excess of that figure. He reported especial dullness in hardwood production in Mississippi, where restricted operation has cut production by two-thirds. He reported better production in a few points, including Paducah, Ky. He held that reserve stocks in manufacturers hands are beginning to show the effect of steady depletion.

A report from Paducah, Ky., tells of a contract being let by the A. B. Smith Lumber Co., to L. N. Gregory, contractor of Hickman, Ky., for erection of a coffin producing plant at Bondurant, Ky., below Hickman, where the Smith company has some lumber operations. The plant will be two stories, 48x100 feet, and employ 100 men when running full time.

The Louisville Veneer Mills, Louisville, have started work on a new frame drying room, to cost about \$3,000.

Mrs. Lucy McCowen, 44 years of age, wife of the late Herbert A. McCowen, prominent walnut manufacturer, died at her home in Louisville, on August 28. Mr. McCowen died about five years ago, shortly after being instrumental in the formation of the American Walnut Manufacturers' Association.

Announcement was made in Louisville a few days ago of the engagement of Walter Cumnock, of the Roth Lumber Company, to Miss Emily Marston. Mr. Cumnock is a brother-in-law of W. R. Willett of the W. R. Willett Lumber Co.

S. F. McCormick, lumberman of Lexington, Ky., was a visitor to Louisville a few days ago. He reported very fair activity in the Bluegrass metropolis.

The J. W. Ford Sawmill Company, Hartford, Ky., capital \$800, has been chartered by J. W. Ford, Jessie R. Simmerman and R. B. Lee Simmerman.

Announcement has recently been made of the arrival of a son to the Robert Morrow Mengels. The baby is a grandson of C. C. Mengel, Jr., vice-president of the Mengel Company, Louisville.

William G. Gamble of Chicago, brother of James F., and P. Hoyt Gamble, Louisville, died in that city on August 23, following a short illness. Mr. Gamble was in the insurance business. The Louisville men operate Gamble Brothers, a hardwood lumber concern.

Leroy Olcott, of W. P. Brown & Sons Lumber Co., has left on a two weeks' mill inspection trip to company mills in Alabama, Arkansas and Mississippi. The company has not definitely decided as yet concerning plans for starting production again this fall.

TORONTO

The Simpson planing mills, at the foot of Spadina avenue, Toronto, were badly damaged when fire of an unknown origin broke out a few days ago. The loss to stock, mill and plant is estimated at about \$10,000, but is covered by insurance.

J. A. Cadenhead, formerly of the Anderson-Miller Lumber Company, Toronto, has been engaged as an inspector for the National Hardwood Lumber Association at Chicago. Mr. Cadenhead is well and favorably known in lumber circles in Ontario.

William Robertson of the forestry branch of the Department of Lands, Victoria, B. C., and formerly British Columbia lumber commissioner for the east, has been spending some days in Toronto.

NEW ORLEANS

Not a wheel is being turned at any of the sawmill or box and veneer plants at Hazelhurst, Miss. The box factories expect to reopen about the middle of September, but the sawmill owners say their plants are down until there shall have been clearly demonstrated a real demand for their products and a reasonable price for them.

Fire of unknown origin some days ago destroyed several million feet of lumber, principally hardwoods, but some pine and cypress, and several buildings, belonging to the Butler Hall Lumber Co., at Woodson, Ark. The mill itself was saved only after the hardest struggle. The loss was placed at \$55,000 and was partly covered by insurance.

The Martin Wagon Co. has completed erection of a 40,000 foot capacity electrically operated hardwood sawmill at Lufkin, Tex., which will be operated in connection with the log wagon manufacturing plant, it has been announced by the management.

The Harris Hardwood Company, of Roanoke, Va., of which Allen Harris is president, has increased its capital stock from \$50,000 to \$500,000.

"On to New Orleans!" This is the cry being raised with regard to the place for the February meeting, next year, of the Southern Sash, Door

(Continued on page 55)

Classic Exhibits of Veneer as a Fine Art

Publicity Campaign of Veneer and Plywood Makers Will Be Rich in Material with Which to Tell the Public the True Story of Veneer and Plywood

By Wm. Clendenin

The widespread interest in the forthcoming campaign of education and trade extension to be launched this fall by the National Veneer & Panel Manufacturers Association and the Plywood Manufacturers Association seems to be well sustained by the many and varied classics of veneered furniture brought to light during the course of the research work upon which the campaign is primarily based.

In this article are shown reproductions of several of these historic pieces, for instance, the famous Sheraton Bookcase designed by Sheraton for "The London Times" and now preserved by the London Times Book Club. It is a veneered and inlaid mahogany break-front and stands nine feet in height by eleven in length. The importance of this classic, like the many others assembled for the Publicity Committee of the association lies in the fact that veneer was very liberally employed by Sheraton as well as by his predecessors of the period schools of England, and the pictures here reproduced will be employed by the advertising committee to demonstrate not only to the trade but to the public at large that veneer and veneering is a fine art resting for its artistic sanction upon the best practice of the masters of furniture craftsmanship and fine cabinet work, and by no means a camouflage alternative by irresponsible and conscienceless producers.

In like manner the famous Shearer sideboard executed by that master for the Bank of England is similarly here shown and will be for the same purpose employed in illustrating the veneer campaign. Indeed, one great writer on the subject says that "no veneers are record-

ed in the rude arts of the Anglo-Saxons, Goths, Vandals or early Britons. Only solid heavy tables and benches made of solid blocks stand as the representatives of the crude artistry of those peoples."

Catherine's Chest Outlived Her Head

Roe tells us that veneer and inlay were first introduced into Spain and England by the Italians in the early 16th Century. Catherine of Aragon had a traveling chest with veneered panels inlaid with velvet. This chest is still in existence at Kimbolton Castle where it has remained uncalled for ever since Henry VIII cut off the lady's head in the lamentable year of 1535. Henry is gone, and so is Catherine, but the veneer is still intact.

The mode of ornamentation (inlay and marquetry) which found

its way into our English and American classics was first introduced by the Venetians from India and Persia, notably in the form of small caskets and moderate-sized chests—same being a combination of the principles of veneer, marquetry and inlay—much of it built up in laminations and then cut away in relief work. The committee has assembled many examples of this art showing the antecedents of modern veneer antedating the French and English work by several centuries. The Chest of Cornwall, date early 15th Century, is of undoubted Italian origin, and commenting upon this period a critical writer says, "By the veneering principle alone can the burrs of mahogany and the curls of satinwood and the like be shown. The same is true of the burrs in amboyna and walnut. These twist and fracture in the solid piece and are lost. Veneer alone could have



Veneered "Bureau de Campagne" of Napoleon I

preserved these classic specimens to a grateful posterity."

The undoubted authority and the unquestionable authenticity of these ancient relics of veneer work and the opinions of the masters who created them form a background for the \$50,000 advertising campaign which it is believed will at once surprise the furniture world generally and at the same time disabuse the public mind of the still remaining prejudice against veneer.

The "Bureau de Campagne"

Another piece illustrated in this article is the famous writing cabinet of Napoleon I, called by his soldiers the "bureau de campagne." This is a collapsible cabinet which accompanied the Little Corporal in his victorious campaigns and was used by him on many of the greatest battlefields of Europe. It has an extension top with a surface of green marble, the sides, ends and front together with the panels being finished in mahogany or rosewood veneer. This classic is signed by Biennais, Rue St. Honore, Paris, but is said to have been designed at Florence, Italy, by Giovanni Socci. It is preserved at Malmaison, the home of the Empress Josephine.

The reproduction here given is from an old plate and shows the cocked hat of Napoleon, sword, gloves, and riding whip. The recognized force of Napoleon as an "advertising personality" will render this piece invaluable for publicity purposes.

We show also in this article a wonderful veneered satinwood and mahogany inlaid pianoforte, formerly the property of the Queen of Spain (said to have been a gift to her by the notorious Emanuel Godoy) but no less beautiful for that. The piece is now preserved in the collection of Hudson, Park Lane, W. London.

The "Ruben's Cabinet," also illustrated in this article is of the very early date of 1620, preserved in the Royal Collection at Windsor Castle. It is executed in carved ebony and veneers.

Still other classics, held in reserve by the Committee, include a reproduction of the Coronation Chair of Edward I, in Westminster Abbey and probably one of the earliest forms of veneer work in England. The woods are "layered," then covered with a plaster surface and cut away leaving reliefs which were then gilded.

Classics of Veneer

It is impossible in the narrow limits of a brief descriptive article to attempt reproduction of the several hundred classics of veneer which the research has brought together. We may mention, however, the following.

At the Wayside Inn at Sudbury, Mass., the custodian will point with pride to the justly famous writing desk of Daniel Webster. It is veneered. When John Hancock directed his representative in England to obtain for him the finest sideboard that money could

buy—he gave his order for veneer confident of pleasing.

At the Historical Museum at Portland their proudest possession is a beautiful veneered mahogany and ebony writing cabinet, some six feet in length by three feet deep, inlaid and banded with satinwood. It was once the property of the ill-fated Marie Antoinette.

Another unusual plate is that of a beautiful Sheraton writing desk formerly in the Willett Collection, a genuine Sheraton—veneered with satinwood.

The Committee has even gone so far as to resurrect quotations from Sheraton himself on the antiquity, beauty and perferability of veneer. We quote him as follows from the report of the British Royal Institute. "The ground, glue and extra time required for veneer are more than equivalent to the extra cost of woods in solid pieces." In fact, Sheraton is at some pains to instruct the cabinet makers of his day in the proper laying of veneers, and time has proven that when well laid they will last for centuries and yield contrasts by opposing, reversing, or otherwise adapting successive pieces of veneer of practically identical patterns, utterly unobtainable

in solid woods.

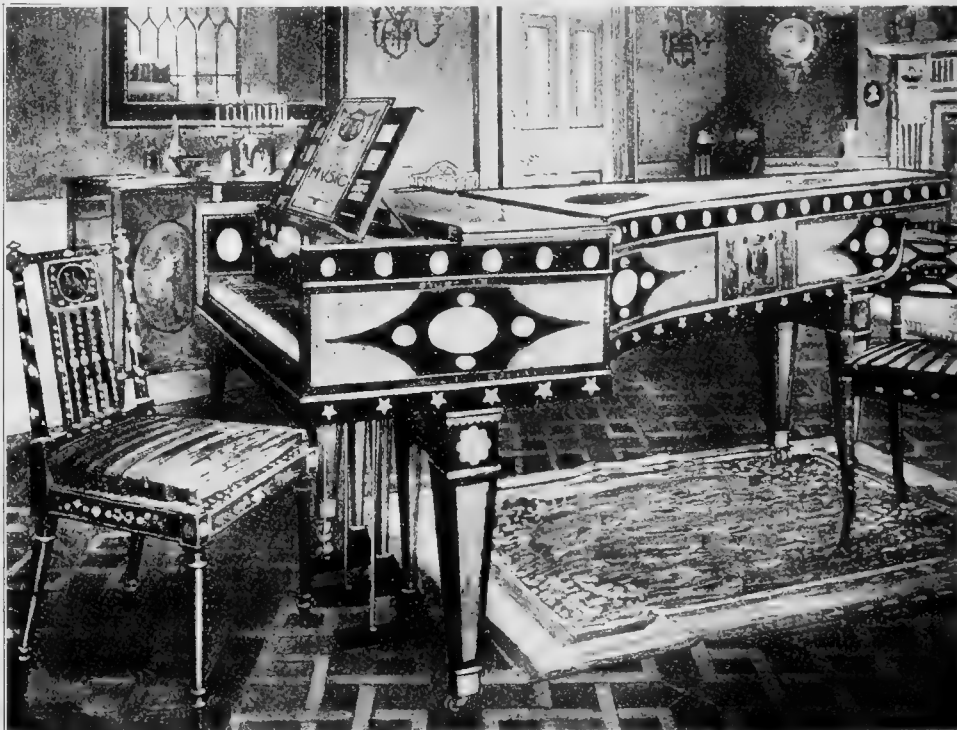
Chippendale's famous bookcase, Chippendale chairs, sideboards and commodes are also in hand in the form of photographs showing the veneer work employed by that master; also some remarkable specimens by the brothers Adam, a most extraordinary sideboard by Hepplewhite, superb productions by Pergolesi and many others.

Will Not Neglect Plywood

And side by side with the veneer section of this advertising campaign an almost practically equal space will be devoted to plywood,

historically and otherwise. Special reports have been assembled from the best informed scientific sources including the best practice of the manufacturers themselves and from the various bureaus and institutes concerned in the development and extension of the scientific employment of laminated wood construction. For instance, the Committee has obtained a special report from the leading authority of the Ohio Mechanics Institute and the glue interests will be interested in the following excerpt taken from the report: "The effect of using glue in bonding the alternate layers of plywood is a most important factor. The application of glue to wood acts not only as a binder between surfaces but penetrates the wood fibre and acts as a binder between the fibres themselves, providing a greater resistance to longitudinal shear, besides increasing resistance to all other forms of stress. It does this because good glue is stronger than the element of friction which nature provides between wood fibres. As the penetration of glue into wood is not great its influence on the ultimate strength of thick layers other than at their immediate junction may not be appreciable. But in thin veneers, particularly inner ones glued on both sides and subjected to heat and pressure, the penetration

(Continued on page 38)



Veneered and Inlaid Piano Made for a Queen of Spain



TIME WORKS WONDERS

OLD PHARAOH knew what he was doing when he had his household furniture built with veneered tops, panels and faces; it was great work then—3,000 years before Columbus discovered America.

But we think, too, that the New Albany Veneering Company's methods of plywood production in the midst of such scenes as those below are vastly superior to the methods in vogue in the day of Ancient Egypt. For instance, All Navco Plywood Products are made under the *following specifications*:

All core lumber is kiln dried to less than 5% moisture content, after which it is put through tempering kilns before cutting to dimensions and ripping.

All joints, unless otherwise specified, made flat over a Falls jointer and glued with high grade hide glue.

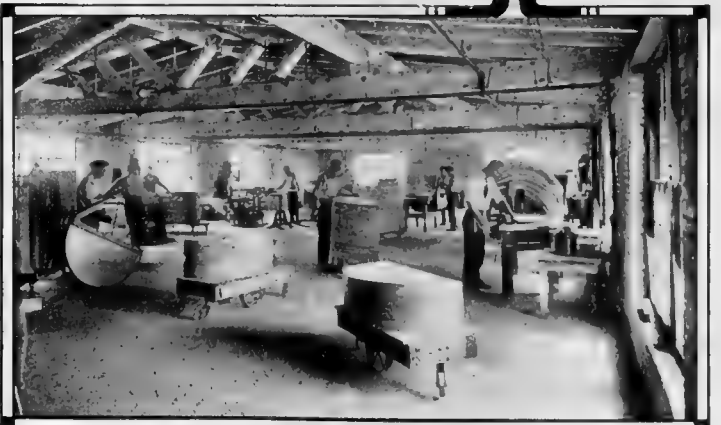
All glued cores put on sticks of uniform width and thickness and

placed in a dry kiln where the glue moisture is thoroughly dried from all joints before the cores are surfaced and made ready for veneering. *You do not find sunken core joints under the finished veneer in Navco products.*

Next month we will give you a chapter on Navco methods of preparing VENEER for use in plywood manufacture.

New Albany Veneering Company

E. V. KNIGHT PLYWOOD SALES CO.
SALES AGENTS NEW ALBANY, IND.



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Classic Exhibits of Veneer as a Fine Art

(Continued from page 36)

is an appreciable proportion of the laminations and adds to the completed built up construction a considerably increased resistance to all forms of stress. Cross veneering or cross layers prevents and minimizes uneven shrinkage in the wood and thereby reduces the internal stresses which are such an element of weakness in solid wood."

All in all the material assembled for the Veneer and Plywood Committee, and which is now practically complete, is in very many respects the most thorough and scientific ever brought together for the purposes of an advertising campaign, and it is justly believed that its effect in the trade and with the public at large can hardly fail of very substantial benefit both in a business way and as an educational force for "better furniture for better homes" and a better understanding of the undoubted ascendancy of veneer as a fine art.

The estate of the late George F. Kretschmer, president of the Southern Veneer Manufacturing Company of Louisville, Ky., was left in trust to his widow. It is valued at \$81,700, of which \$20,700 is in realty and the balance in stock of the company which he founded. His sons, George F., Jr., and Louis A. Kretschmer, are named trustees, under bond of \$10,000 each.

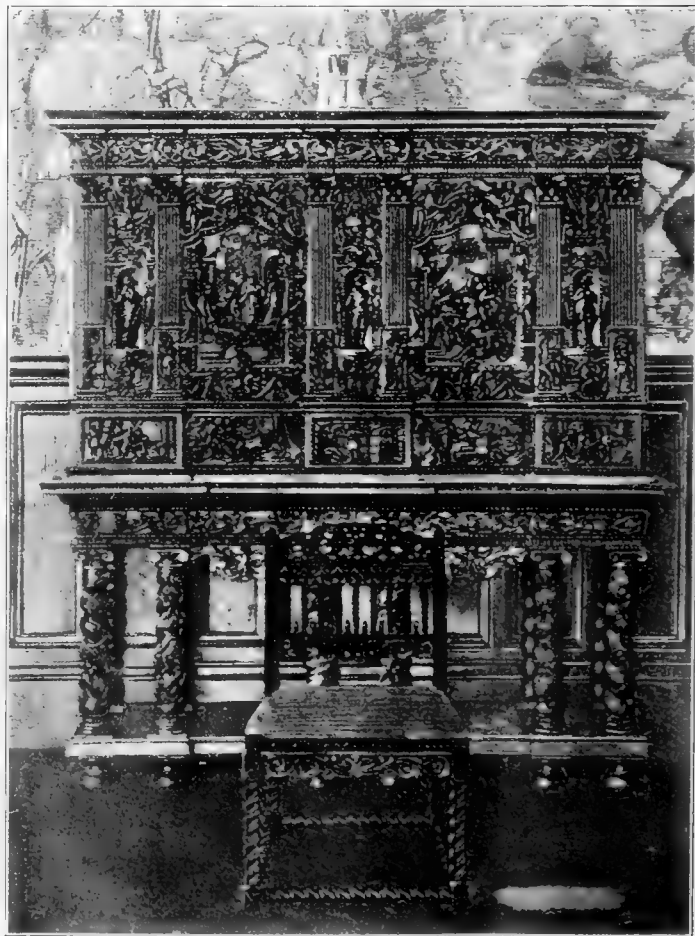
The Max Schuelke Organ Company, Milwaukee, suffered a heavy loss by fire which almost totally destroyed its factory at Sixteenth Avenue and Orchard Street on July 20. Preparations have been made for resuming operations in other quarters pending the reconstruction and re-equipment of the factory.



Bureau Veneered With Walnut. The Sloping Folding Top Appeared at the Opening of the XVIIIth Century. Circ. 1710



The Celebrated Bookcase Designed by Sheraton for "The London Times."



"Ruben's Cabinet," Circ. 1620, Executed in Carved Ebony and Veneers

Know that your raw material is right and will be delivered promptly

The operations of the Wood-Mosaic Company function with precision because every step has been part of a well-conceived plan. The basic thought is a plant for each type of production. Thus, every foot of Wood-Mosaic hardwood lumber and veneers in walnut, oak and poplar is produced in a plant designed especially for the manufacture of each class of product.

This holds from the logs, which are the careful selection of a trained corps of twenty timber buyers, through the final operations of handling the manufactured product, special equipment having been provided for each unit of manufacture so that the lumber and veneer product may be always correctly dried and further prepared for consumer's use. We solicit the opportunity of demonstrating the value to you of such an organization.

WOOD-MOSAIC CO.

[INCORPORATED]

LOUISVILLE, KENTUCKY

Chicago Representative:
GEO. W. STONEMAN & CO. . . 845 West Erie Street

Grand Rapids Representative:
HECTOR ROBERTSON . . . 232 Lyon Street, N. W.





Our organization is backed by a tremendous supply of carefully selected timber. The load shown above carries 900,000 feet of hardwood logs cut from our timber and destined for our mills.

Veneers and Plywood

In stock sizes—also according to specifications.
Walnut, Mahogany, Quartered and Plain Oak,
Gum, Birch, Ash, Plain or figured Yellow
Pine, Cottonwood, Sycamore and other woods.

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

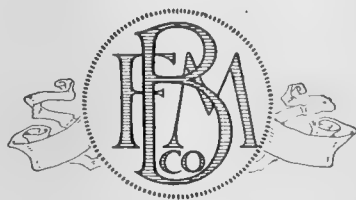
Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880
ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years



FOR FORTY YEARS the name of Bachman has stood for highest quality in the hardwood industry. The Bachman trade-mark is the stamp of quality. It represents two generations of honest business and is your guarantee of complete satisfaction.

Bachman quality begins at the beginning. Good lumber and good veneer require good logs, consequently we buy only the best grade available. Our expert sawyers, planers and finishers—men who have worked with hardwood practically all of their lives—convert them into hardwood lumber, flooring and veneers.

From the tree to the trade “we make it so we know it’s right”. Every foot of lumber and veneer is carefully inspected before shipment. Only the very best is good enough to wear the Bachman label.

Recent expansions in our facilities enable us to supply a few more discriminating buyers. We shall be glad to tell you more about Bachman hardwoods and veneers and why we believe it would be to your advantage to handle them.

F. M. BACHMAN COMPANY

INDIANAPOLIS

PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

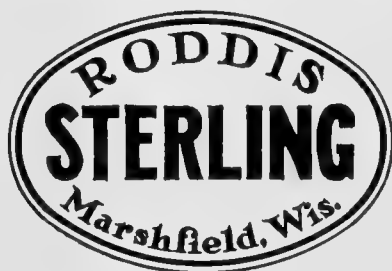
TRADE MARK **183** (Reg. U. S. Pat. Off.)

Builders of Plywood who are not using PERKINS VEGETABLE GLUE will profit by investigating its merits and learning the value of PERKINS QUALITY and PERKINS SERVICE

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and Gen. Offices: LANSDALE, PA.
Sales Office: SOUTH BEND, INDIANA



RODDIS Heavy Tops

are built right. We can supply the highest quality of desk and case tops in a concealed or exposed cross band, mitred or square corners. This is a specialty with us. We invite your inquiries.

REPRESENTED:

GRAND RAPIDS, MICH. . . . F. K. TINKHAM
CHICAGO, ILL. G. M. PALMER
ROCKFORD, ILL. K. E. KNUTSON

Send us your inquiries

Roddis Lumber & Veneer Co.
27 Years at Marshfield, Wis.

Furniture Industry of Czechoslovakia

Furniture has hitherto been an important item of export from Czechoslovakia, and there are at present more than 50 large factories which make wooden housefurnishings of various sorts. The industry has important resources in the rich forests which exist in almost every part of the State. In Bohemia and Moravia are forests of oak, walnut, and cherry, and in Slovakia there are maple and ash trees.

One of the difficulties which the trade faced after the close of the war was the centering in Austria of the veneering plants. In order to make the country self-supporting in this respect, two thoroughly modern and well-equipped factories for making veneering have been established in Czechoslovakia, but they are not yet in operation. Most of the furniture factories are up to date in their outfits. They also have the advantage of skilled artisans, whose hand labor is no small element in the work. Recently a movement was set on foot to introduce national designs into the furniture for export trade. Samples of goods of this sort were exhibited at the Prague Fair last spring.—Trade Commissioner D. L. Breed, Prague, in reports U. S. Department of Commerce, August 19.

New Chicago Corporations

The Leader Furniture & Phonograph Company has been organized in Chicago with a capital stock of \$20,000 for the purpose of manufacturing and dealing in phonographs, furniture, etc. Articles of incorporation have been filed. The incorporators are Alexander Friedman, Aaron Friedman and Samuel Friedman of 179 W. Washington street.

The Peerless Upholstering Company is another new Chicago corporation. This was formed by Harry S. Harned, Max Krause and Paul C. Gottlieb and will manufacture and sell furniture.



WHAT does it mean to you as a buyer to have implicit confidence in the source of your most important raw material supply? For instance, all informed buyers recognize the true superiority of northern grown hardwood lumber and veneers—the product in which we specialize. Big customers stay on our books for years because it is easy for them to determine that we never have cut anything but the genuine northern grown logs in oak, walnut, maple, ash and other major species. The same sincerity maintains with our rotary cut poplar offering. And withal is that correctness of manufacture and honesty of contact with customers that has been the bulwark of this business for over a half century. It will profit you to know us better.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

THE LOG-YARD

piled up with uncut

VENEERS

WALNUT BUTTS • MAHOGANY • LONG WALNUT • BURLS • OAK • POPLAR



PHOTO BY HUGHES

MILLS - BALTIMORE, MD.

Sales-Branches:

NEW YORK - 789 6th Ave. HIGH POINT
CHICAGO - 28 E. Jackson B'ld. JAMESTOWN

THE WILLIAMSON VENEER CO.

— Do you need —

THICK WALNUT?

We Have It—5/4 inch to 16/4 inch
ALL F.A.S.

This stock contains a very good proportion of 10" and up wide and is all dry and under enclosed shed.

We offer ample supply of this scarce item and guarantee that it is practically all from the world famous Central Illinois walnut belt where we have been operating for two generations. It is perfectly manufactured and cared for.

Our full supply of all other grades and thicknesses from 4/4" up makes it convenient to ship the thick in mixed cars—a real service under present conditions. With absolutely no walnut logs being put out there is no chance that this supply can be materially increased; and as our stock represents the large part of all that is available in thick walnut, we earnestly advise that you get your share promptly.

LANGTON LUMBER CO.

PEKIN, ILLINOIS

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT"



WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT"

"The Cabinet-wood Superlative."

RISING TIDE FOR AMERICAN WALNUT

The steadily rising tide of public interest and public faith in genuine American Walnut furniture has developed to the point where buyers are insisting that *their WALNUT be ALL WALNUT.*

Furniture manufacturers will profit by this sales barometer and plan their production of American Walnut furniture accordingly.

It is a very practical assurance of quick moving stock and satisfied customers.

Our National campaign of advertising is featuring this slogan—

"BE SURE YOUR WALNUT IS ALL WALNUT"

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

ROOM 1024

616 SOUTH MICHIGAN BOULEVARD

CHICAGO



YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Williamson-Kirk Company Starts Cutting

The Williamson-Kirk Veneer Co., with offices and mills at Texas, Md., has been incorporated under the laws of Maryland and will manufacture the finest grades of walnut, oak, mahogany and other hardwood veneers. At first the company will only cut walnut and at this time has a stock of the finest logs that Maryland and the Virginias can produce. Operations began on September 1.

The company's new plant is equipped with new capital, machinery and is situated in a large manufacturing site that was a munitions plant during the war and is ideally located for veneer manufacture. In the design and layout of the machinery every effort has been directed toward the simplification of the work and the ease of handling the product from the log to the veneer.

The officers and directors of this corporation are all trained men, having had years of experience in their work. O. H. Williamson is the son of O. E. Williamson, the founder of the Williamson Veneer Company, who until his death in 1914 was the president of that company. O. H. Williamson up to 1917 was the superintendent of The Williamson Veneer Company and upon the outbreak of the war with Germany he enlisted and served two years as an aviator in France. Upon his release from the service he engaged in the cutting of veneers in New York City and after six months of that was employed as purchasing agent for the Talge Mahogany Company, with which he worked until he became president of the Williamson-Kirk Veneer Company.

C. Nelson Kirk has been engaged in the walnut log business for the past ten years and has acquired during that time the reputation of being the best in his line in this country.

Another active official of the corporation, M. D. Williamson, is also a son of O. E. Williamson, has been the head buyer for the Williamson Veneer Company, Baltimore, for the last six years and is of course thoroughly familiar with the veneer business.

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.



QUALITY

SERVICE

Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

RIGHT

more than ever be
buyers throughout the c
the dependability, compl
grade and quality of *Sout*
Dimension Lumber from
Rotary Commercial Ven
sold

“PAEPCKE LEICHT”

AN INQUIRY BY WIRE OR LETTE
ING DELIVERED PRICES ON Y

SOUTHERN HARDWOOD LUMBER

PAEPCKE LEICHT LUMBER COMPANY

GENERAL OFFICES

111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS

ROTARY COMMERCIAL VENEER

CHICAGO MILL AND LUMBER COMPANY

GENERAL OFFICES

111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

CHICAGO MILL · PAEPCKE LEICHT · CHICAGO MILL

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

NOW

fore, the far-sighted
country are appreciating
evenness and uniformity of
their Hardwood Lumber,
Southern Hardwoods and
peers, manufactured and
by

and **“CHICAGO MILL”**

YOUR WILL RESULT IN YOUR RECEIV-
YOUR REQUIREMENTS PROMPTLY

**DIMENSION LUMBER FROM
SOUTHERN HARDWOODS**

CHICAGO MILL AND LUMBER COMPANY

GENERAL OFFICES
111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS

OPERATIONS

BLYTHEVILLE, ARKANSAS
CAIRO, ILLINOIS
CLARENDON, ARKANSAS
GREENVILLE, MISSISSIPPI
HELENA, ARKANSAS

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

CHICAGO MILL - PAEPCKE LEICHT - CHICAGO MILL

Evansville Furniture Sells Well

The semi-annual furniture and stove market given at Evansville, Ind., from August 29 to September 3, under the auspices of the Evansville Furniture Manufacturers' Association was a success and manufacturers are well pleased with the result and are now looking forward to the next market. The market had been widely advertised as John C. Keller, the secretary of the Evansville Furniture Manufacturers' Association had sent out in the neighborhood of 16,000 invitations to retailers in practically every state in the union and to points in Canada, Mexico, Cuba and Porto Rico and there were many responses to these invitations and manufacturers were highly gratified at both the number of people who attended the market and at the extent of the sales.

The attendance was a little larger than the first Evansville market which was given last April. Dealers came here from about twenty states in the United States and from Cuba and one dealer from Cuba purchased several carloads of furniture and had it shipped to his home. States like Florida, New Mexico, New Jersey, Ohio, Kentucky, Tennessee, Michigan, Wisconsin, Alabama, Mississippi, Pennsylvania and others were represented. While Evansville manufacturers led in the exhibits there were exhibitors here from about eight states in all and practically everything that is used in furnishing a home was displayed on the market. Three large buildings were used for the exhibits.

The sales at the market just closed were from 25 to 50 per cent larger than at the April market, and this was as good as the manufacturers had anticipated. The sales at the April market totaled a little over \$100,000.

Manufacturers reported that goods made from imitation walnut lumber took the lead in the sales at the market this fall. The bed

room and dining room suites in veneered gum imitating walnut easily scored first place. The second best sellers were kitchen cabinets and dining room suites made of oak, while goods in the mahogany took third place. The displays were larger than they were at the April market.

The Evansville plants are now being operated on an average of 45 hours a week, although the plants of the Karges Furniture Company and the Wemyss Furniture Company for some time past have been operating on an average of 54 hours a week, this being the schedule that they maintained before the starting of the world war. Now that the market is over the manufacturers believe they will be able with the large number of orders that they secured to keep their plants running for several months to come. They are quite optimistic over the trade outlook and are in a better frame of mind than they have been for some time past. The manufacturers report that salesmen going out among the trade now and calling upon the men who attended the market this fall will meet with a hearty reception. They are looking for trade conditions this fall and coming winter to steadily improve and believe they will feel the effect of the market for a long time to come. Some of the manufacturers believe that by the first of the year many of the plants will be able to operate on full pre-war time.

The executive committee of the Evansville Furniture Manufacturers' Association that arranged the market is composed of Edwin F. Karges, chairman; Gilbert H. Bosse, Sol Reese, H. W. Goebel and Clarence W. Noeling. The committee will have a meeting in the near future when dates for the next semi-annual market will be fixed.

PURCELL

Are You Interested in the
Following Exceptional Values
in High Grade Walnut?

1s & 2s, all 6' & 7' long. . . .
..... 4 4, 5 4 & 6 4

1s & 2s, all 8' & 9' long. . . .
..... 4 4, 5 4, 6 4 & 8 4

Selects. . . . 4 4, 5 4, 6 4, 8 4

No. 1 Com. . . 3 8, 1 2, 5 8,
3 4, 4 4, 5 4, 6 4 & 8 4

No. 2 Common.
..... 4 4, 5 4, 6 4 & 8 4

ALL STEAMED AND 10
MONTHS ON STICKS

Mills and
Offices
Kansas
City,
Kansas

**FRANK PURCELL
WALNUT LUMBER CO.**

*A Ranking Name in Walnut
for Many Years*

WALNUT



Bureau Bockcase of Veneered Walnut. Circ. 1720

"Finest"

1903-1921

TOPS, PANELS AND OTHER PLYWOOD

ALSO

HIGH GRADE FLUSH DOORS

Quality is produced by using the best materials. scientific construction, modern equipment and careful attention to details.

Capacity—Our plant is recognized as one of the biggest of its kind in the country. We are fully equipped to make anything you want in plywood and give you prompt service on your requirements.

Experience—We have been making plywood for many years and careful training has brought the efficiency of our help to the highest standard.

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Holdings. Send us a trial order for a crate or a carload, and we are confident you will forward repeaters without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Coopersage & Lumber Company
Chicago Offices: 812 Monadnock Block
GLADSTONE, MICH.

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

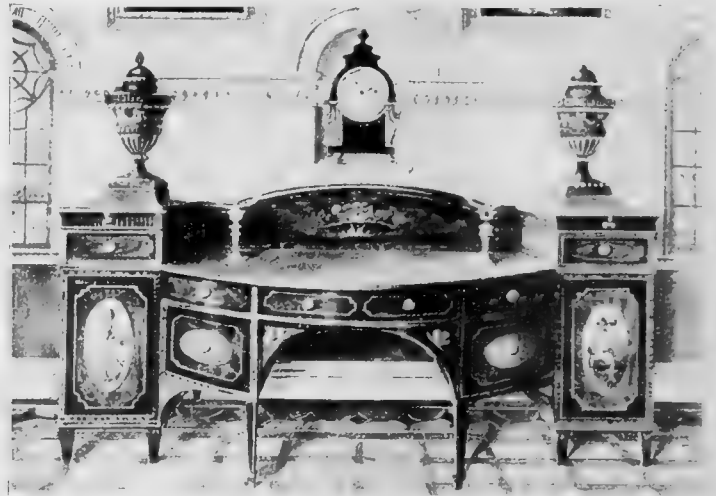
QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

Ideal Fraternity in Business

The idea of fraternal relations between rivals in business is expressed in a most unique and successful way by the annual Mid-Summer Outing Meeting of the Northwestern Table Club Manufacturers. There is probably nothing that takes place in the business world that is just like these outings. For the promotion of sheer good fellowship there is probably nothing in any business or industry that surpasses them.

The 1921 outing (July 28 to 31) has just been held and it was as enjoyable and as useful as any of the previous ones could possibly have been. The latest meeting was conducted at the summer home of Mr. and Mrs. William Pfefferkorn on Golden Lake, Wis. In all thirty-nine persons attended, including members of the clubs and their families, M. Wulpi, secretary, and guests. The three days were spent partially in the formal business meeting of the club and partially in social diversions. The sleeping accommodations consisted of the summer residence, which was occupied by the ladies of the party; a screened pavilion, occupied by the girls, tents for the boys, and the "Barn-de-Lux" for the men. The party enjoyed boating, swimming, wiener roasts, amateur theatricals and



Famous Shearer Sideboard Made for the Bank of England

various outdoor games. There was something doing every minute, either of a business or recreational nature.

At the business session Mr. Wulpi reported that the "July market had closed, meeting the general hopes for steadiness. A good many small orders were placed and prices, though extremely low, were well maintained. Business is not yet out of the woods, but it is well over the hill." He advised that "careful operation will be necessary until spring when good business is apparent."

Among those present at the outing were Geo. B. Wilson and A. A. Laun, Kiel Furniture Co.; W. L. Pfefferkorn, Wisconsin Furn. Co.; E. E. Luger, St. Paul Table Co.; J. A. Carlstrom, Excel Mfg. Co.; F. D. Putnam, Red Wing Mfg. Co.; C. Quimby and John A. Quimby, Northern Furn. Co.; Sec'y M. Wulpi, Com'r Central Bureau; Proxy from L. F. Nonnast Sons; Proxy from Fond du Lac Table Mfg. Co.; F. D. Sebaugh, Penn Table Co.; E. B. Ash, Logansport Furn. Co.; C. A. Albrecht and Harry Bauer, Cabinet Maker Union.



Cabinet Inlaid With Marquetry, Dated 1656, and Illustrating Early Veneered Panel of the Tudor Period

National Council Meets in September

The National Council of Furniture Manufacturers will meet in Hot Springs, Ark., at the Homestead Hotel on September 28 and 29. Among the important matters that will be discussed is the million dollar publicity campaign which is now being organized.

Twenty-Five Million Furniture Merger Far Off

Report of the imminence of a \$25,000,000 merger of furniture manufacturing interests, representing 40 per cent of the furniture production in the country is discounted in authoritative circles in Chicago. This authority admitted that negotiations for such a merger are under way, but declared that the matter is still very indefinite. He thought the report given out in New York was very premature. At any rate, he declared, the merger would be so large a part of the total manufacturing interests of the furniture industry as 40 per cent.

GEO. L. WAETJEN & Co.

PROMPT SHIPPERS

Plywood and Veneer

A PARTIAL LIST OF VENEER

SHEET STOCK

Poplar . . . 1/20", 1/16", 1/8", 3/16" & 1/4"
Unsel. Gum 1/8"
Red Gum 1/8"
Red Oak 1/8"
White Oak 1/8"
Birch 1/20", 1/16" & 1/8"
Sawn Qtd. White Oak . . 1/20", 1/16" & 1/8"

WE MAKE PANELS TO YOUR SIZES

ALSO

Carry a large quantity of stock sizes for immediate shipment

Are you receiving our lists?
Kindly write for same.

MILWAUKEE

WISCONSIN

110-120 REED STREET

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

"CASCO"

WATERPROOF GLUE

MIXED COLD—USED COLD

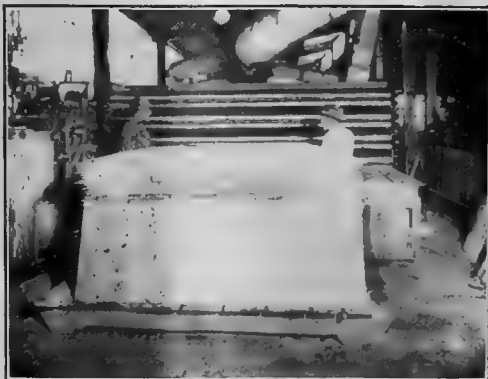
Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



Receiving Wide Gum Veneer from one of the two
COE DRYERS

in the plant of Niekey Brothers, Inc., at Memphis, Tenn.

They have tried several methods of Drying Veneer, and say they are best pleased with the Coe Method.

It is noted for: Its satisfactory service; Its labor saving; The high quality of its product.

THE COE MANUFACTURING COMPANY
PAINESVILLE, OHIO, U. S. A.

We build all the Machinery for a Veneer Plant



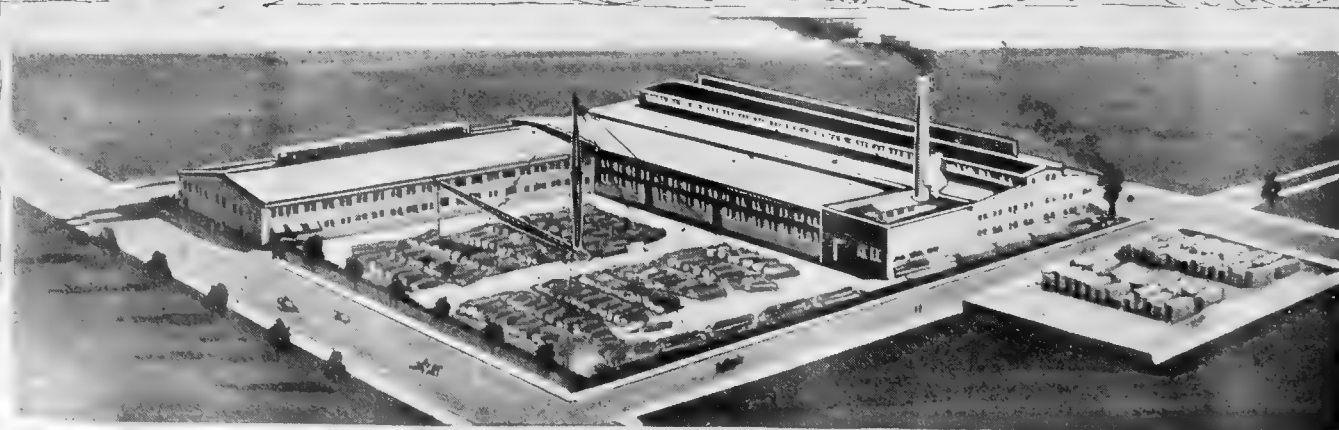
*A well organized crew of
Veneer Experts
A stock of carefully
Selected Logs
Two Plants equipped with
Modern Machinery
Enables us to offer a
Service and Price worth while*

EVANSVILLE LINE

*Quartered Oak
Sliced Walnut
Figured Red Gum
Plain White Oak
Rotary Cut Gum*

THE
Evansville Veneer Co.

MANUFACTURERS OF
VENEERS.
EVANSVILLE, IND.



(Continued from page 34)

& Millwork Manufacturers' Association. The local membership of the association are "keen" for holding the February meeting in the Crescent City and many outsiders, also, have expressed themselves as being in favor of New Orleans as the most suitable place for the conclave.

W. B. Lockwood, of Crystal Springs, Miss., has been appointed receiver for the Thomas-Rhymes Company, operating a veneer and box manufacturing plant. Application for a receivership was made by a number of creditors. The liabilities were placed at \$52,000 and the assets at \$21,300. The company is owned by R. B. Thomas, A. S. Thomas and H. H. Rhymes. The troubles of the company were said to have been caused by the general slump in demand for package materials.

The Lincoln County Lumber Company, of Brookhaven, Miss., has recently increased its capital stock from \$75,000 to \$100,000 and it will add to its sawmill property a plant for the manufacture of box shooks, veneer and crates, it has been announced by the management.

The Hardwood Market

CHICAGO

Some slight improvement in demand may be recorded for the Chicago market within the last fifteen days. The best demand is coming from the yards, which are taking the opportunity of extremely low prices to lay in stock for future. The furniture people are buying somewhat better. The sash and door manufacturers are making some substantial purchases. There is not much but still some demand from box makers. The flooring manufacturers are very active, but are not buying as much stock as their activities might indicate. They are picking up distress stocks and also are running largely on previous purchases.

BUFFALO

The hardwood yards report that the sales are slightly on the increase, although they do not yet attain any large total. Buyers are taking hold reluctantly, owing to the dullness prevailing in their own lines of business, as well as to the feeling that prices may go lower as the result of a reduction in freight rates. Lumbermen look for a fair trade to develop in the next two months, with a little advance in prices in some cases. At present the buying is confined mostly to mixed cars and a good many different woods are being sold.

A comparatively large amount of building is going on and this gives an impetus to the flooring trade, which is said to have been on a fairly active basis during the past month, with prospects of increase this month. Prices are said to be holding steady in this line. Low grade lumber continues to be in ample supply.

CLEVELAND

Hardwood market situation here may be said to be firmer in the last fortnight as the result of speedier progress in construction work which has been under way for the last two or three months. Contractors have been buying heavier in finishing material particularly, and considerable oak and maple flooring has been taken. Individually these orders have not been large, but the total volume has resulted in a satisfactory amount of business as a whole, something which could not be said at the beginning of August. All this has served to reduce stocks and consequently firm the situation here, although actual change in prices is lacking. It is the intention of retail interests, apparently, to replace their stocks only as they reach the vanishing point, and consequently it is quite as difficult as ever for the wholesale distributors to interest the yard factors. For the same reason little new hardwood material is finding its way here. Possibilities of improvement in the manufacturing trades, as an outlet for added hardwood consumption, are diminishing as the summer wanes and fall approaches.

BALTIMORE

Orders for hardwoods are reported to be coming in more freely in the last two or three weeks than was the case prior to that time, and the feeling in the trade is accordingly improved. So far the expansion in the movement has not approached a stage of real activity, but a noticeable gain in the distribution is none the less to be recorded, and producers as well as wholesalers again ask themselves if this is the beginning of a real revival, repeatedly expected before, but always deferred. The orders that come out are being placed on the old price levels, no advance in the quotations having resulted so far; but even under these conditions a good impression has been made among hardwood men generally. The demand has tended to emphasize the fact, which was known to experienced members of the trade with facilities for getting information, that stocks of hardwoods are not heavy and that comparatively little would be required to bring on a positive scarcity. With many mills closed and with others still running much below capacity, there has been no opportunity to make extensive additions to the assortments of lumber in hand, which is an additional factor that will have its effect when the buying movement once

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

4 1" No. 2 & Better.....	12 months dry
5 1" No. 2 & Better.....	12 months dry
6 1" No. 2 & Better, largely No. 1.....	12 months dry
8 1" No. 1 & Better.....	8 months dry
10 1" No. 1 & Better.....	12 months dry
12 4" No. 1 & Better.....	6 months dry
1 1" No. 3.....	12 months dry
6 1" No. 3.....	10 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

A Few Bargains in Dry Hardwoods offered by

Wheeler-Timlin Lumber Co.

HARD MAPLE

12/4 No. 1 & Btr., 5' & wdr., 8' & lgr., 3-6 mo. dry....	3 cars
10/4 No. 1 & Btr., 5' & wdr., 8' & lgr., 18-20 mo. dry..	4 cars
6/4 No. 1 & Btr., 5' & wdr., 8' & lgr., 18-20 mo. dry..	10 cars
5/4 No. 1 & Btr., 5' & wdr., 8' & lgr., 3-6 mo. dry....	5 cars
4/4 No. 1 & Btr., reg. widths & lengths, 3-12 mo. dry..	5 cars
10/4 & 12/4 No. 2 & 3, reg. wd. & lgths., 12-20 mo. dry..	2 cars
6/4 No. 3, regular widths & lengths, 12-20 mo. dry....	10 cars
4/4 No. 3, regular widths & lengths, 12-20 mo. dry....	10 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING

OAK AND MAPLE

We Specialize in Less than Carload Shipments

Are You Marking Time or Killing Time?

Many business men who are complimenting themselves for their ability to "hold their own" right now are destined to be rudely awakened with a realization that they have not been marking time, but killing it. Marking time implies action—action preparatory to movement.

It is hard to prepare if you do not know what you are preparing for. You cannot afford to guess. The Brook-

mire Economic Service gives you definite, accurate, forward advice; our Consultation Department affords you the advantages of having your individual problems individually analyzed and discussed.

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ALL GRADES AND THICKNESSES

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Maple, Birch, Basswood, Elm, Beech



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High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

gets well under way. The belief is gaining ground that the bottom of the depression has really been reached and that anyone who enters into commitments now can do so with something like assurance that the quotations will not recede materially.

BOSTON

While it is true that the whole hardwoods trade here is unsatisfactory and not at all up to normal, yet there is encouraging news about the trade here at present which augurs well for this month and the fall in the opinion of many. Most of the hardwoods wholesalers here report an improvement both in demand and inquiry. This is not an improvement of boom size but the kind of bettering which sensible men say means the beginning of better things. There is a little more buying by the house finish people and considerably more inquiry. That is certain. This affects about a fifth of the total hardwoods trade here. There is more demand and inquiry from the hardwoods yards and from the furniture people. While it cannot be said demand is really at all substantially improved in business with the musical instrument, piano, automobile body or chair making industries, there is a little more inquiry from them. There is a slight strengthening of the market noticeable. There is still weakness in the common grades, but the weakness in the upper grades is growing less and dealers are realizing the lessened supplies in these grades. There has been a little advance in white ash here and there is talk of more advances because of the scarcity of better grade stock. Maple is still pretty cheap and some bargains are still to be had but firmness is looked for. There is more inquiry for both red and sap birch, and a little more demand, so they are strengthening. With the characteristic quality of the month of August of bringing dullness to the whole lumber trade here, better business is looked far as a matter of course, if for no other reason. There is more optimism among the hardwoods people than for a long time past. Yet there is lots of room for improvement, for all is not yet rosy.

COLUMBUS

A decided improvement in the tone of the hardwood trade in central Ohio has taken place during the past fortnight. Buying is of better volume and inquiries are more numerous, making a better feeling in all localities. It is believed that the worst of the slump is now over and that a continued betterment will be shown from this time on.

Retailers are still the best feature of the trade. Dealers' stocks are not large and a fair run of business from yards has been booked. These orders are generally small, as dealers are loath to accumulate stocks for the future. Mixed cars appear to be the rule. Factories are also placing orders rather actively and this is helping out to a large extent. Furniture concerns which had good shows earlier in the season have worked up their old stocks and are buying rather actively. Railroads are placing inquiries preparatory to buying later when satisfactory financial arrangements can be made. Box factories are also buying well, principally low grade stocks.

There is a continued scarcity of the higher grades of oak and poplar, and consequently the demand is being switched to medium grades to a certain extent. Shipments are coming out promptly from all sections. Prices are stronger and there is not nearly as wide a spread as formerly. Prospects for the future are considered good.

CINCINNATI

Optimism has taken the place of pessimism in the hardwood circles in this district, and there is a feeling expressed on all sides that the middle of this month will see a decided change for the better in market conditions. A slight improvement has already been noticed, especially in the demand for No. 1 common, as prices on this stock have advanced from \$2 to \$5 a thousand. Finish and flooring stocks are scarce, due to the fact that the mills are not accumulating this material, but simply keeping in pace with the demand. Cheap stock is rapidly disappearing from the market, and there are a good many inquiries out for firsts and seconds, especially in walnut, oak, poplar and gum. Furniture manufacturers have shown better activity than any of the other wood consuming industries. During the past two weeks they have bought gum and oak in No. 1 common and better and sending with their orders the intimation that the revival of business on an extensive scale is just right around the corner. The railroads are still holding off placing orders and many hardwood dealers have practically given up hopes of getting any real business from this source this year. Generally speaking, the volume of business during the month of August was not large and for the most part the items purchased were used for fill-in purposes. Prices also are a bit firmer and collections while slow are somewhat improved. Retailers are placing small orders mostly to fill in depleted stocks in order to be in a position to take care of the fall demand. The outlook is too uncertain for any predictions.

INDIANAPOLIS

Little improvement is to be seen in the hardwood situation here, in fact some grades are a trifle weak to quoted prices of a couple of weeks ago. Building is proceeding and at the present time the biggest group of consumers of hardwoods here is the sash, door and interior trim manufacturers. The furniture trade is doing some buying, but most of it ap-

pears to be for walnut veneers and crating lumber. The furniture trade expects to boost its business in Indiana by means of the Industrial show to be held in October. At the present time, however, orders are small and the furniture executives believe it will be a question of some weeks yet before there is any increase in demand. Some business is being done by the automobile body plants here, but the business is not what it should be judging from the retail sales here in Indianapolis. Other industrials are weak, though there is quite a large volume of repair work being done in the terminal shops here of the various railroads.

SOUTH BEND

Prices remain firm and unchanged. Quite a volume of business has been booked in this territory on hardwoods, and there has been practically no change in prices for the past 60 days.

Some of the large buyers are at last awakening to the fact that lumber production has been curtailed to such an extent that if they wait longer there is no assurance they will be able to get lumber when they need it.

The hardwood men in this territory are more optimistic than at any time during the past ninety days. They have adopted the "watchful waiting" policy, feeling they have reduced prices to a point even lower than the closest of buyers ever expected to see again.

FAS plain oak continues in strong demand, with very little stock to be had at any price. All grades of poplar, sap gum and hickory seem to be a drag on the market.

EVANSVILLE

Hardwood lumber manufacturers of Evansville and the tri-state territory report that there has been some improvement in trade during the past two or three weeks, and they feel like they will have a very nice trade during the next three months. They report there is less cheaper grade lumber on the market than was found a few months ago, and prices are holding firm and the market is becoming more and more stabilized. The months of July and August were as good as the manufacturers had anticipated. They had not looked for any great amount of business during those months. September has started off very well, and both orders and inquiries are coming in fairly well. Collections are holding their own very well. While many of the large hardwood mills in this section have operated little during the past few months, there are evidences that they will operate on better time during the next few months. Many of the manufacturers have been laying in a good supply of logs recently, and are now well stocked on logs. Wood consuming plants in Evansville, as well as those at Henderson, Ky., Owensboro, Ky., Tell City, Ind., Jasper, Ind., and other cities are being operated on part time. Most of the plants in Evansville are running on an average of 50 hours a week, while a few factories are operating 54 hours a week, this being the pre-war schedule. Farra implement manufacturers report that the outlook is better for them than it has been for several months past, and that jobbers and retailers report farmers buying more liberally now than for a long time past. Planing manufacturers are especially optimistic over the situation. The retail lumber trade has shown some signs of picking up since the first of September, and sash and door men say that there has been a marked increase in their business. Planing mills are fairly busy now. Taking it as a whole, the situation is quite encouraging, and it is generally believed that the worst of the business depression has departed and that from now on trade in most lines will continue to improve.

MEMPHIS

The demand for hardwood lumber does not show much change. There is, however, a rather more optimistic feeling among members of the trade regarding the outlook, based in part on the better domestic inquiries and in part on the larger business under way with Europe. The American Overseas Forwarding Company reports that shipments to Europe through this agency during August were the largest for any single month since 1919. It qualifies this statement, however, by saying that, although there has been a pretty fair business with Europe, the volume is very light compared with normal for this time of the year. Flooring manufacturers continue the best buyers in the domestic field, and it is believed that they will substantially increase their purchases in the near future, for the reason that they are known to be doing more business than at any time for a whole year, and for the additional reason that they have been rather slow about buying during the past several weeks. There is no large supply of No. 1 common plain red or white oak, and holders believe that, with the entrance of flooring manufacturers into the market on a larger scale, there will be an appreciable increase in prices. Some are talking \$50 for No. 1 common white oak. Furniture manufacturers may be buying considerable hardwood lumber through wholesalers, but they are making very limited purchases direct from manufacturers. Other consuming interests, too are continuing their policy of buying only against their more immediate needs. There is a slightly larger movement of very low grade lumber reported because of the efforts being made in some quarters to get rid of this in the view that there will be no appreciable increase in prices on this class of material even if there should be a general revival of demand for southern hardwoods. This idea is based on the largeness of the supply thereof and on the relative smallness of the demand, as well as on the fact that freight

A NAME that should be on your inquiry list for hardwood lumber.

American Column & Lumber Company

Brunson Bldg.

COLUMBUS, OHIO

OAK & HARDWOOD
DIMENSION STOCK

**Manufacturers
of
West Virginia**
SOFT
YELLOW
POPLAR
PLAIN
WHITE
OAK
PLAIN
RED OAK
QUARTERED
WHITE
OAK
WHITE OAK
TIMBERS &
PLANK
CHESTNUT
BASSWOOD
MAPLE
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BLACK GUM
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FOR SALE

Southern Hardwoods

OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

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JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
ING, OAK, ASH, CYPRESS AND GUM LUMBER

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

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Manufacturers Oak, Red and Sap Gum, Rough
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For years this firm has operated on a solid basis of conservatism. Care has characterized its every department. In log selection only the best is accepted; in manufacturing, quality outweighs quantity.

Soft textured oak ideal for good furniture, splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore make available to any line of woodworking a thoroughly reliable source of raw material.

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J. V. Stimson & Co.

Manufacturers of Fine Hardwoods

OWENSBORO

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4/4 FAS	40,000'
4/4 Selects	20,000'
4/4 No. 1 Common	80,000'
4/4 No. 1 Com. & Btr.	50,000'
4/4 No. 2 Common	100,000'
5/4 FAS	30,000'
5/4 Selects	65,000'
5/4 No. 1 Common	50,000'
5/4 No. 2 Common	150,000'
8/4 No. 1 Com. & Btr.	40,000'

SOFT ELM

4/4 No. 2 Com. & Btr.	75,000'
6/4 No. 2 Com. & Btr.	90,000'
8/4 No. 2 Com. & Btr.	20,000'

ASH

4/4 No. 2 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	25,000'

HARD MAPLE

4/4 6" and wider, 8' and longer	
No. 1 Com. & Btr.	75,000'
5/4 No. 1 Com. & Btr.	200,000'
5/4 No. 2 Common	200,000'
6/4 No. 1 Com. & Btr.	70,000'
6/4 No. 2 Common	150,000'
8/4 No. 2 Com. & Btr.	200,000'
10/4 No. 1 Com. & Btr.	60,000'
12/4 No. 1 Com. & Btr.	30,000'

SOFT MAPLE

4/4 No. 2 Com. & Btr.	150,000'
6/4 No. 2 Com. & Btr.	14,000'
8/4 No. 1 Com. & Btr.	40,000'

BASSWOOD

4/4 No. 1 Com. & Btr.	200,000'
4/4 No. 2 Common	100,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

rates are so high that there is very little chance for active buying thereof. There is, on the other hand, an increasing disposition on the part of owners of No. 1 common and better to ask stiffer prices in the belief that, with the reopening of business and with the general suspension of manufacturing operations, there will be an opportunity of getting rid of this sort of lumber on a better basis.

LOUISVILLE

Business has been so much better during the past three or four weeks that almost all reports received are optimistic, and tell of good sales and shipments, with inquiries heavy. It is held that many of the concerns which are not handling good business are at fault in that they are not traveling enough men, working hard enough, or making any real drive for business. The high cost of traveling has resulted in some concerns traveling light, which means that they can't hope to secure the large business that they secured during the period prior to the war.

Demand for walnut has been very active, while for poplar, gum, mahogany and chestnut it has been good. Sound wormy chestnut for core stock, has been in better demand. Oak is fair in quartered and better in plain. Ash and hickory are showing very little improvement. One feature of the market is that there is not much cheap lumber being offered, and prices as a whole are much better maintained, and the producer who is holding for his price, is managing to get it. The furniture trade continues active, while better prospects are showing in the implement, auto and wagon trades. Interior trim is fair, but hardwood flooring manufacturers are not buying much lumber.

ST. LOUIS

Trading in hardwoods is on a shopping basis—an unusual feature being that most of the buying is in assorted carloads. There is very little optimism in the trade.

There is an encouraging sign in the increase in the number of buildings being erected. During the months of June, July and August, 1920, there were 2,211 building permits issued, mostly for commercial purposes. During the months of June, July and August, 1921, there were 2,921 permits issued. Of those issued in 1920, 86 were for dwellings and in 1921, 215 were for dwellings.

There has been some buying of car materials, especially for repair purposes.

TORONTO

Hardwood stocks of most of the retail lumbermen in Toronto are low, and buying continues to be from hand to mouth and in mixed cars. One of the reasons for the dullness in trade is the uncertainty in the matter of price and the possible production next year, coupled with the uncertainty as to the proposed reduction in the freight rates. It is the general impression, however, that the reduced freight rates will not go into effect until the end of the year. The bright spot in the situation is, the reopening of a number of furniture factories and other wood-working plants which have been closed for some months. These have now resumed operations and renewed activities in these lines is expected to stimulate business to some extent. Labor conditions are still unsettled and business generally is dull. Little change is looked for until the hoped-for revival in industry becomes general and labor costs for building purposes become lower. Some forced sales are still causing prices to be lowered in individual cases, but it is claimed that there cannot be much reduction, if any, in prices, in the regular way. Word from Northern Ontario is to the effect that operations will be the smallest in many years. Wages still remain high and operators are determined that they must come down. Today the wage offered by lumber companies seeking men is \$26 per month, as against last year's peak of \$70 per month and \$90 per month paid the winter before. At North Bay last week the first call for help for the lumber camps for the present season came into the Government Employment Bureau, when a north shore contractor asked for fifteen men. Wages offered were \$26 to \$32 a month with board. It is stated that men have been hired for other camps at as low as \$18 per month.

NEW ORLEANS

The hardwood market for the New Orleans territory continues to be quiet and there are but few changes to be chronicled for the preceding fortnight.

As for production, this phase of the industry is still far below normal; being, in fact, almost negligible, in some quarters; but the tendency to close down seems now to have been quite definitely checked in all sections and the tendency is to start up operations again or to increase the output wherever possible where the mills have begun to open up.

The local market shows some rather wholesome signs of improvement and local retailers apparently are doing a thriving business.

The export movement for Mexico, Cuba and a few other Latin-American points shows some improvement and inquiries from interior points are a bit more active than for any time before the preceding fortnight. Prices remain firm and the downward tendency on the lower grades seems definitely to have reached the very bottom and to have been checked.

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WANTED

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POSITION AS BAND SAW FILER

Large mill preferred. Will also consider planing mill job in good town. J. S. FIELDS, Pickens, W. Va.

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Experienced in sales, production and accounting, at present with large plywood and veneer plant, wishes new connection. Address Box 790, care Hardwood Record.

HARDWOOD LUMBER SALESMAN

Of long experience wants a position; well acquainted in Michigan and Ontario, Iowa, Illinois, Wisconsin and Minnesota. Best of references.

Address Box 796, care Hardwood Record.

POSITION WANTED

A successful southern hardwood band mill operator will be open for a position after Jan. 1st. My supply of timber will be exhausted at that time. Am capable of taking charge of complete operations from stump to market, having had twelve years' successful experience. Will consider connection only with high-class band mill operation. Address Box 799, care Hardwood Record.

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FOR SALE

75,000 ft. 1/8-Inch Rotary cut veneer, log run; want best offer. Can make immediate shipment. WM. F. JOHNSON LUMBER CO., Indianapolis, Ind.

CLICK'S VENEER TABLES

A practical, indispensable book for use by all veneer manufacturers and users. Tables cover all inches and fractions from 1/16 inch to 148 inches in convenient supplemental tables, printed clearly on white bond paper and strongly bound in red leather. Price postpaid, \$7.50.

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FOR SALE

50,000,000 feet of virgin pine and white oak. On railroad and near navigation; southeast Texas. Address 1604 Congress Avenue, Austin, Texas.

OVER 3 MILLION FEET

Cypress, Oak, Gum, Poplar Bay, 2 1/2 miles station, \$3,000. Would contract to saw and load all on cars for purchaser \$15 per M ft., any size. Farm for sale. Address J. M. McNeel, McRae, Ga.

TRACT OF NICE GROWING TIMBER

Good investment, can manufacture from three to five million feet pine at present, 1,698 acres. All in growing timber except about 100 acres. Accessible to Virginian or Atlantic Coast Line R. R. Price \$50,000. Write BATTE & BROWDER, Jarratt, Va.

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For operating now. All water transportation. Good harbors on the land. We offer for sale cheap on easy terms a large tract of Hardwood timber land, embracing mahogany, Spanish cedar and other valuable hardwood. Also large quantities of railroad ties and telegraph and telephone poles. There is a good demand now in Cuba for railroad ties at \$1.70 per tie. There are railroad ties enough on this property to more than pay for it. This tract is located on the Isle of Pines.

For further particulars, address the
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WOOD TIMBER LAND IN THE
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This, in brief, is the opinion of one of the foremost lumbermen in the country who has been over and examined the property. Located in one of the Southern-eastern States, very convenient to transportation and the markets, containing in excess of 80,000 acres and cruising approximately 850,000,000 feet of the highest grades of Hardwood timber. Trees on this property from five to eight feet in diameter are common and the quality is excellent. There is also some equipment, mill, bunk houses, etc., etc., which are included with the sale. Amount originally invested in this tract was in excess of \$3,500,000 and it has been carried on the books of the company at \$8,000,000. It can now be purchased for less than two-thirds of the original investment and is probably the last opportunity to secure a fine hardwood tract east of the Mississippi River and greatly underpriced.

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One No. 9 Reilly Boiler Feed Water Pump.
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One Trevor 8' short log saw mill. Never been run. Complete with two 50" inserted tooth saws; price, \$350.00, F. O. B. Portland, Ore. Write us order.

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2—42-ton Shay Geared Lima Locomotives.
21—No. 2, 30,000 capacity, Russell Logging Cars.

1—McGiffert Combination Skidder and Loader.
All above 36" gauge.

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1—15 K. W. DC. Electric Generator.

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Orders for White Oak and Hickory wagon stock.

Address ACME BOX COMPANY, Omaha, Nebr.

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Prefer sizes 1" thick and 2" thick. Can rip air dry lumber, any width or length. Will quote very close prices.

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WANTED

30,000 feet 2x6 1/2 Hard Maple clear stock. What have you to offer? Address Box 786, care the HARDWOOD RECORD.

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5 cars 2" No. 1 C. Red Gum.
10 cars 2" and 2½" Red Gum Squares, 19 and 38" long, either green or dry. T. J. FINCH & BRO., Thomasville, N. C.

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Commission man selling Railroads and car builders in Chicago district wishes to communicate with mill or wholesaler who can furnish Car Oak in quantities. Address Box 793, care HARDWOOD RECORD.

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3 to 4 cars
1" to 2" Log Run Walnut
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To contract with reliable sawmills for about 50 carloads good grade of fresh sawn OAK PLANKS, 2" thick, 6 to 10" wide, 8 to 10 ft. long.

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1 Car 1", 1s & 2s, 12', 10% 10'.
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Will buy at right price 2" and 2½" thick log run Walnut from good logs; also No. 2 common and better Walnut 8/4" and 2½"; also Walnut shorts and clear dimension. Must be fairly dry. Quote delivered Philadelphia, giving full description of stock.

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PHILADELPHIA, PA.

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I am in the market for all kinds of Hardwood Lumber, Oak, Gum and Ash Furniture Squares, plain and quartered Oak Table Tops, Plow Handle Strips, Chair Stock in Oak and Gum, Implement and Wagon Stock in Oak and Ash. Send list of what you can furnish with best prices. W. A. NOBLE, 1002-3 Second National Bk. Bldg., Cincinnati, O.

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Parties owning Band Mill, Railroad and complete Logging Outfit capable of cutting five million feet annually wish to get in touch with parties owning Southern Hardwood Timber, with a view to making a deal to manufacture and market same under some mutually satisfactory arrangement. Have a complete organization now in operation and will be ready for a proposition by Jan. 1st, as our present timber holdings will be exhausted by that time.

Address BOX 801, care Hardwood Record.

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Because of impaired eyesight, the owner of the best small hardwood flooring plant wants a thoroughly practical, experienced man with some capital to operate same. Owner will sell or lease or retain interest and buy entire product. Plant located on R. R. in largest hardwood market. Product has reputation established for quarter century. Plenty room to increase business. \$5,000 to \$10,000 required.

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Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

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Retail lumber and tie business. Now running, plenty timber available. For particulars, write E. S. Staples, Villa Grove, Colo.

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Plant with planer, re-saw, rip saw, motor, etc., all in running order. Opportunity for practical mill man. Good lease on Railway siding. Also convenient for city delivery. Small payment will secure the whole thing. W. C. LAM, Box 1143, Norfolk, Va.

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WITH SIDING FOR NINE CARS, IN THE HEART of the Spruce Producing Section of the Province of Quebec, capacity from three to eight cars per day. Also has a very profitable trade with a large group of mills and farmers; worth in profits per year almost as much as we are asking for the mill. Mill built Fall, 1919. An excellent opportunity for a Wholesaler or others who wish to do milling in transit. Cash or terms. Address

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Woodworking and Novelty Factory
60x90 ft.—Warehouse—Boiler House—Engine Room—Newly Equipped—Blower System, Skinner Engine, 125 H.P. Keeler Boiler—2-6" American four-side Moulder—Hawker Dowel Machine—Hermance Straight-edge Rip Saw—Andrew's Multiple Boring Machine—American Double End Tenoner—Lathes and other various woodworking machinery.

1,300-acre tract of timber, nine miles from the factory, six miles from progressive town of 5,000 people. New concrete State Road.

Location—Northern part of Pennsylvania.

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Complete six foot Band Mill with steam feed, steam nigger and steam log deck kick. Power plant and electric light system, slab conveyor, lumber buggies, etc. Also complete logging outfit, including 4 miles of 35# steel rails, standard gauge skeleton log cars, Shay engine and log loader. Mule and cattle teams and wagons capable of logging mill up to five million feet Southern Hardwoods annually.

This mill is still in operation but will be cut out Jan. 1st and can be seen in operation up to that time. Will sell at a reasonable price and give terms to responsible parties. There is not a better balanced operation in the South and the entire organization could be moved to a new location and gotten underway quickly.

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FOR SALE—HARD MAPLE

Three cars 2½" 1st and 2nds. Exceptionally fine dry band sawn stock. Can ship immediately at attractive price. HUNTINGTON & FINKE CO., Buffalo, N. Y.

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Now on Chicago yard Several Hundred Thousand feet Qtd. and Pl. Oak and other Hardwoods, thoroughly dry. Will sell stock alone or stock and yard together as going business. Address Box 798, care Hardwood Record.

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Hardwood, Pine or Hemlock, cut to your sizes, rough or dressed. Also have crating lumber, all kinds and thicknesses. Immediate shipment, low prices. HUNTINGTON & FINKE CO., Buffalo, N. Y.

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225 M feet 12/4 #2 C. & Btr. Soft Maple.
75 M feet 8/4 #2 C. & Btr. Soft Maple.
65 M feet 12/4 #2 C. & Btr. Soft Elm.
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23 M feet 8/4 #2 C. & Btr. Hickory.
26 M feet 4/4 #2 C. & Btr. Red & White Oak.
20 M feet 8/4 #2 Com. & #1 Com., #2 Shop Cypress.

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5 cars 4/4 Sound Wormy Oak No. 1 Common and Better worm holes no defect, 40% FAS.
10 cars 7x9 Red and White Oak Switch Ties, random lengths from 10 to 20' largely 14 and 16' lengths.

2 cars 4/4 No. 1 common Red Gum.
1 car 4/4 FAS Red Oak.

5 cars 4/4 No. 1 common Red Oak.

10 cars 4/4 No. 2 common Sap Gum.

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Orders for
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Mine Props and Timbers wanted by West Virginia firm. State specifications and quotations in first letter and also give loading point and name of railroad.

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Kindly write me and I shall be pleased to mail stock sheets, with prices in carload lots, of several millions of dollars' Hardwood Lumber, all kinds.

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WANTED LOGS

All kinds. Write for further particulars to G. ELIAS & BRO., Inc., Buffalo, N. Y.

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Soft yellow poplar veneer logs 18" and up, preferably northern grown for cash. Send description and price. Address Box 788, care Hardwood Record.

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White or Red Oak Logs in Lengths from 24 ft. to 35 ft. long, sound stock, not necessarily clear, but must be first-class quality, delivered Owen Sound, Ont., not later than November 1st. State price and full particulars.

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Hardwoods and White Pine

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1" FAS Band Saw	YELLOW CYPRESS
1" No. 1 Com., Bd. Saw	4/4" No. 1 Com., 1x10", 60% 14' & 16'
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NO. 2 C. & BTR., 4/4", av. wdths. & lgths., 1 yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C., Northern, 4/4". G. ELIAS & BRO., Buffalo, N. Y.

NO. 3 C., 4/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4-16/4", good wdths. & lgths., dry. H. A. HOOVER, South Bend, Ind.

ALL GRADES, 5/8-16/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

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NO. 1 C. & BTR., Northern & Southern stock, 4/4-16/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

COM. & BTR., 4/4, 16/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C., white, 5/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

FAS. NO. 1 & 2 C., 8/4", misc. wdths. & lgths., yr. dry. Ind. stock. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., & **NO. 3 C.**, 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

FAS. NO. 1 C. & SEL., both, 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., white, 4/4-16/4", reg. wdths., std. lgths. 1-2 yrs. dry. northern, good texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 1 & 2 C., 50% each grade, yr. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR., 4/4", av. wdths. & lgths., 6 mos. dry; **NO. 1 C.**, **NO. 2 C.**, both, 4/4", av. wdths. & lgths., 6 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 3 C., 4/4, 6/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

LOG RUN, 4/4". FULLERTON-POWELL HDWD. LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 8/4". JACKSON & TINDLE CO., Grand Rapids, Mich.

LOG RUN, 4/4, 5/4", reg. lgths., dry. HARRY H. MAUS, So. Bend, Ind.

NO. 2 C., 4/4, 6/4"; **FAS. 4/4"**; **NO. 2 C. & BTR.**, 5/4"; **NO. 3 C.**, 5/4", 6/4"; **NO. 1 C. & BTR.**, white, 4/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & NO. 2 C. & FAS. all 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

BEECH

NO. 2 C. & BTR., 5/8", reg. wdths. & lgths., 8 mos. dry. Adirondack stock. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4", good wdths., 60% 14 & 16", 8 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

BIRCH

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR., 4/4" 5/4, 6/4, 8/4, 10/4", av. wdths. & lgths., 1 yr. dry; **NO. 2 C.**, 4/4, 5/4", all wdths. & lgths., yr. dry; **NO. 1 C.**, 5/4, 6/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 3, 4/4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

NO. 1 C., **NO. 2 C.**, **NO. 3 C.**, all 4/4", reg. wdths. & lgths., dry; **NO. 1 C. & BTR.**, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C., 4/4"; **NO. 1 C. & BTR.**, 4/4-16/4", reg. wdths., std. lgths. 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 2 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4", 1 yr. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

NO. 1 C., 4/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY, 4/4", 6 mos. dry; **NO. 1 & BTR.**, 4/4", 6 mos. dry. HUFF-STICKLER LBR. CO., South Bend, Ind.

COTTONWOOD

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4", reg. wdths. & lgths., 6 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4, 6/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

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NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

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NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 5/4, 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 10/4, 12/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5/4, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 12/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 3 C., 4/4-6/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

LOG RUN, 4/4". FULLERTON-POWELL HDWD. LBR. CO., South Bend, Ind.

LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4", good wdths., 50% 14 & 16", 10 mos. & over dry. H. A. HOOVER, South Bend, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4, 8/4, 10/4, 12/4". HARRY H. MAUS, South Bend, Ind.

COM. & BTR., 4/4-12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

CRATING, 4/4", mill work as desired. RODDIS LBR. & VENEER CO., Marshfield, Wis.

LOG RUN, 8/4", 8 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

FAS & NO. 1 C., 12/4", misc. wdths. & lgths., yr. dry. Ind. stock. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry; **NO. 3 C.**, 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

ELM—ROCK

LOG RUN, 8/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 & BTR., 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

GUM—PLAIN RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLA-

DAY LBR. CO., Greenfield, O.

FAS. COM., both, 4/4", 6 mos. dry. C. B. COLBORN, Memphis, Tenn.

ALL GRADES, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HALODAY LBR. CO., Greenfield, O.

FAS. fig. 4/4, 6/4", 6 mos. dry; **COM.**, fig. 4/4, 6/4", 6 mos. dry. C. B. COLBORN Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 6/4"; **COM. & BTR. SND.**, 8/4, 12/4". GAYOSO LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 C. & BTR. SND., 5/4, 6/4, 8/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS. NO. 1 C. & 2 C., both 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS. 5/4", 12 & 14" wide. BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry; **NO. 2 C. & BTR.**, 6/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

FAS. COM., both, 4/4", 6 mos. dry. C. B. COLBORN, Memphis, Tenn.

NO. 2 C. & BTR., 5/8-4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., qtd., 4/4", reg. wdths. & lgths., yr. dry; **NO. 1 C. & BTR.**, qtd., 8/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, pl. & qtd., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 2 C. & BTR., pl., 4/4, 5/4, 6/4", good wdths., 60% 14 & 16", 8 mos. dry, band sawn; **NO. 2 C. & BTR.**, qtd., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 8 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4", qtd., 8 mos. dry. ST. JOSEPH VALLEY LBR. CO., So. Bend, Ind.

NO. 1 C., 4/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. blk., 4/4", ran. wdths. & lgths., 50%-60% 14 & 16", 6 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

LOG RUN, S. & R., pl. & qtd. GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 6/4-12/4", SND., good wdths., 50% 14 & 16", 10 mos. & over dry. H. A. HOOVER, South Bend, Ind.

FAS & NO. 1 C., fig. red, 4/4-8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., black, 4/4", good wdths., 50% 14 & 16", 8 mos. dry, band sawn; **NO. 2 C. & BTR.**, qtd. black, 4/4", good wdths., 60% 14 & 16", 8 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4, 8/4"; **NO. 1 C.**, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

HEMLOCK

SEL., **NO. 3 C.**, 4/4", milled as desired. CHAS. W. FISH LBR. CO., Elcho, Wis.

HICKORY

LOG RUN, 6/4"; **LOG RUN**, pecan, 6/4", 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", ran. wdths. 50-60% 14 & 16", 6 mos. & over dry; **MILL RUN, PECAN**, 8/4", ran. wdths. & lgths., 50% to 60% 14 & 16", 6 mos. & over dry. The BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 6/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS & NO. 1 C., 6/4", misc. wdths. & lgths., green, La. stock. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

HARDWOODS FOR SALE

MAGNOLIA

NO. 2 C. & BTR., 4/4, 6/4, 8/4", good widths., 60", 11 & 16", 8 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAHOGANY

ALL THICKNESSES, HONDURAS & MEX., 12 1/4, 16 3/4", especially dried. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

MAPLE—HARD

NO. 2 & BTR. (not over 20% NO. 2) 10 1/2", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR. northern stock, 10 3/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4", 6" & wider, 8' & longer, yr. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.

FAS, 12/4", G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN, 4/4", FULLERTON-POWELL HDWD. LBR. CO., South Bend, Ind.

END PILED, white and qtd. 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 4/4-12/4"; NO. 3, 4/4, 5/4, 6/4". JACKSON & TINDLE CO., Grand Rapids, Mich.

LOG RUN, 10 1/4, 12 1/4", at Alton, Ill.; LOG RUN, 8/4", at Louisiana, Mo. KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 & BTR., 12/4", 5" & wider, 8' & longer, 3-6 mos. dry; NO. 1 & BTR., 10/4", 6/4", 5" & wider, 8' & longer, 18-20 mos. dry; NO. 1 & BTR., 5/4", 5" & wider, 8' & longer, 3-6 mos. dry; NO. 1 & BTR., 4/4", reg. widths. & lgths., 3-12 mos. dry; NO. 2 & 3, 10/4", reg. widths. & lgths., 12-20 mos. dry; NO. 3, 4/4, 6/4", reg. widths. & lgths., 12-20 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. widths. std. lgths., 1 to 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 & BTR. (not over 25% NO. 2) 8/4", 20 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 4/4, 12/4", reg. widths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, spot worms, no. def., 4/4, 5 1/4, 6 1/4, 10/4, 12/4, 13/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 4 1/2". RODDIS LBR. & VENEER CO., Marshfield, Wis.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

OAK—PLAIN RED

NO. 2 C. & BTR., 4/4"-8/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 8/4", NO. 1 C., 8/4"; NO. 2 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4", 9-10", 50% 14 & 16", 3 mos. dry; FAS, 5/4, 9-10", 35% 14 & 16", 8 mos. dry; FAS, 8/4", 9-10", 50% 14 & 16", 8 mos. dry; NO. 1, 4/4", 8/4", 50% 14 & 16", 6 mos. dry; NO. 1, 5/4", 50% 14 & 16", 6 mos. dry; NO. 1, 6/4", 60% 14 & 16", 6 mos. dry; SD. WORMY, 4/4", 50% 14 & 16", 8 mos. dry; STEP PLANK, 1/2", 5/4", 40% 14 & 16", 8 mos. dry. MILLER LBR. CO., Marianna, Ark.

NO. 1 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 3/4", reg. widths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. widths. & lgths.; NO. 2 C., 4 1/2". BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C. & BTR., 4/4"; NO. 2 C., 4/4" GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 5/4". GAYOSO LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2, 4 1/2", 55% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.

FAS, 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 & 3 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & SELS., 8/4", northern stock, reg. widths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 5/8-6/4", reg. widths. & lgths., DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 8/4. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, NO. 1 C., NO. 2 C., all 4/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 9-10", 50% 14 & 16", 3 mos. dry; NO. 1, 4/4", 50% 14 & 16", 8 mos. dry; NO. 1, 6/4, 8/4", 40% 14 & 16", 8 mos. dry; NO. 2, 4/4", 45% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.

NO. 2 & BTR., 8/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

NO. 1 & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. widths. & lgths.; NO. 2 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 5/8-8/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 5/4, 6/4, 8/4". GAYOSO LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4", av. 7 1/2", 50% 14 & 16", 3 mos. dry; FAS, 5/4", av. 7 1/2", 50% 14 & 16", 6 mos. dry; FAS, 6/4", av. 7 1/2" wide, 60% 14 & 16", 3 mos. dry; FAS, 8/4", 8", 65% 14 & 16", 3 mos. dry; NO. 1, 4/4, 5/4", 60% 14 & 16", 6 mos. dry; STRIPS CLEAR, SND., 4/4", 50% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.

FAS, 1/2, 3/4, 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS, 5/8, 5/4, 6/4", reg. widths. & lgths.; NO. 1 C., 5/8, 3/4, 5/4, 6/4", reg. widths. & lgths.; NO. 2 & 3 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 1 C., qtd., 4/4, 5/4, 6/4", reg. widths. & lgths., 4 mos. & over dry. NO. 1 C., pl., 5/8, 4/4, 5/4, 6/4, 8/4, 10/4", reg. widths. & lgths., 4 mos. & over dry. NO. 1 C. & BTR., SD. WORMY, pl., 3/4, 4/4, 5/4, 6/4", reg. widths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

SD. WORMY, COM. & BTR. TRAM. PLANK, all 8/4", ran. widths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 3 C., 4/4"; SD. WORMY, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, pl. & qtd., red, 4/4, 5/4, 6/4, 8/4"; LOG RUN, pl. & qtd., white, 4/4, 5/4, 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4", good widths., 50% 14 & 16", 10 mos. & over dry. H. A. HOOVER, South Bend, Ind.

NO. 2 C. & BTR., R. & W., 4/4 & 5/4". HARRY H. MAUS, South Bend, Ind.

NO. 3, R. & W., 4/4", 50% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.

NO. 2 & BTR., pl. & qtd., white, 4/4, 5/4, 6/4, 8/4", good widths., 50% 14 & 16", 8 mos. dry. band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., R. & W., 4/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

FAS & NO. 1 C., 12/4", miscel. widths. & lgths., 2 yrs. dry. Ind. stock. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

POPLAR

SAP & SEL., 4/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 8/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 A. & B., 4 1/2", 7 mos. dry; NO. 1 C., 4/4", 7 mos. dry. HUFF-STICKLER LBR. CO., South Bend, Ind.

FAS, 4/4, 8/4"; NO. 1 C., 4/4"; NO. 2 C., 4/4, 8/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good widths. 60% 14 & 16", 8 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 B., 4/4", 6 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., 5/8-16/4", reg. widths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/8", reg. widths. & lgths.; FAS, sap, 5/8", reg. widths. & lgths.; NO. 1 C., 5/8"-4/4", reg. widths. & lgths.; NO. 2 A. & B. C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4", ran. widths., 50-60%, 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

COM. & BTR., 6/4, 10/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

WALNUT

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

MISCELLANEOUS

CEDAR—WHITE

SHINGLES, extra xAx. CHAS. W. FISH LBR. CO., Elcho, Wis.

HARDWOOD

SQUARES, 1x1, 18-48", 1x1-48", 1x1, 1 1/4x 1 1/4-42, 48". MASON-DONALDSON LBR. CO., Rhineland, Wis.

PINE—WHITE

NO. 3 & BTR., 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

SASSAFRAS

COM. & BTR., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FLOORING

HARD MAPLE

NO. 2 & BTR., 4/4", winter sawed. RODDIS LBR. & VENEER CO., Marshfield, Wis.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, rotary cut, 1/8", 1/16", 6" & wider, 48" & longer (very good lgths.). BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long. 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98". shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16", 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers, Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 77)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-8) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 6) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 10)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 43)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

(*See page 77)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 72)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 33)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls, **W. VA.**

(*See page 9)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. BITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page —)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
(*See page 10)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 29)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 66)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

"The Oak Is the Most Majestic of Forest Trees."—Loudon.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tachady Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 32)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 39)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page —)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Salt Lick Lumber Co.

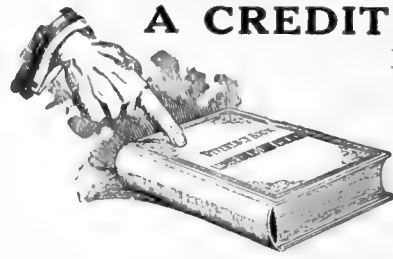
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PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

HARDWOODS FOR SALE

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

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Striped mottled, AFRICAN & HONDURAS; PL. HONDURAS, drawer bottom stock, unusually fine stock, FREIBERG MAHOGANY CO., Cincinnati, O.

EVERYTHING in African mahogany veneer, plain, striped, mottled, WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C., Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10" long. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches, 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QTD. SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96"

long; ROTARY CUT, 3/16", 1/4", 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

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SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind. SLICED & ROTARY CUT, highly figured. FREIBERG MAHOGANY CO., Cincinnati, O. 1/20-3/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

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SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

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GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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THREE PLY, 1/4", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 1/4", G2S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

BIRCH

THREE PLY, 1/4"x24x48, G2S; FIVE PLY, 3/4"x36x72, G1S, 3/4"x24x72, G2S, 3/4"x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4"x24x72, G1S, 1/4"x30x72, G1S, 1/4"x24x72, G2S, 1/4"x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/8", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 3/16", G1S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

FIVE PLY, red, 1/4"x36x60, 1S, 1/4"x36x72, 1S, 3/4"x36x72, 1S, 3/4"x24x72, 2S, 3/4"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich. QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4"x24x72, G1S, 1/4"x30x72, G1S, 1/4"x24x72, G2S, 1/4"x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, 42 to 54 round rim bound, 60x48 & 60x45, rim bound, 28x48, 26x54, 20x60, 20x66, poplar core. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S, 1/4"x36x72, 1S, 3/4"x36x72, 1S, 3/4"x24x60, 2S, 3/4"x30x60, 2S, 3/4"x24x72, 2S, 3/4"x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4"x36x72, 1S, 3/4"x36x72, 1S, 3/4"x24x72, 2S, 3/4"x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/4"x36x72, 1S, 3/4"x24x72, 2S, 3/4"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, qtd., white, 42 to 54, chestnut core, 42 to 54, round plank edge, 42 to 54, round rim bound; TABLE TOPS, library, qtd., white, 26x42 & 28x48, chestnut core; THREE PLY, pl. white, 1/4", G1S, 24-30 & 36", 60 & 72" long; THREE PLY, pl. white, 1/4", G2S, 24-30 & 36, 60 & 72 long; FIVE PLY, 3/8", G2S, pl. white, 24 & 30 wide, 72 long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

TABLE TOPS, dining, 42 to 54, round rim bound, 60x48 & 60x45, rim bound. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

YELLOW PINE

FIVE PLY, 1/4"x36x72, 1S, 3/4"x36x72, 1S, 3/4"x24x72, 2S, 3/4"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

THREE PLY, 1/4", G2S, 24 & 36", 60 & 72" long; THREE PLY, 3/8", G2S, 20-26 & 28"

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Your Saw Mill—

Is it the mill you want it to be?

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IF you want it to be a mill that will put figures on the profit side of your ledger, then follow the example of other successful mill men—equip it with

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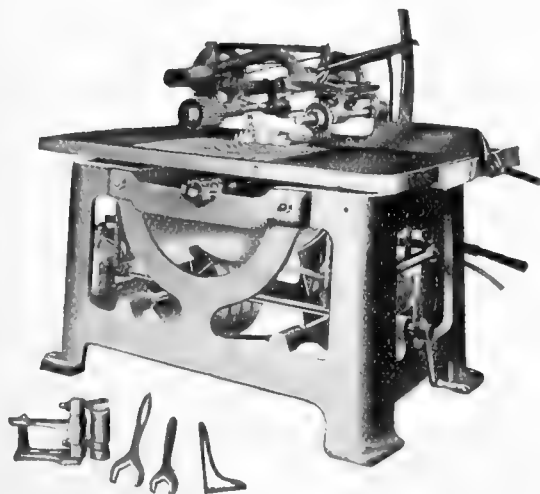
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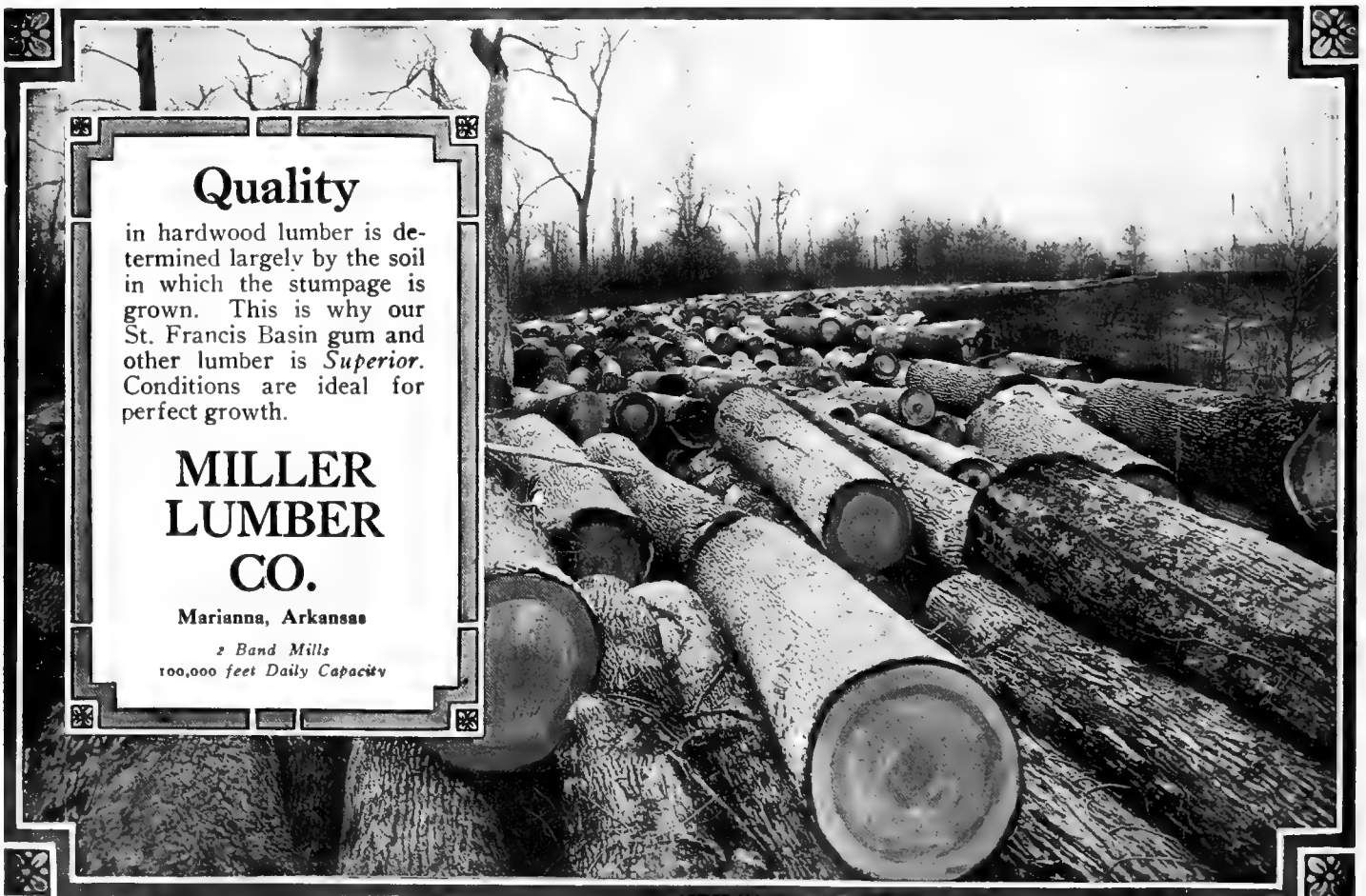
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100,000 feet Daily Capacity



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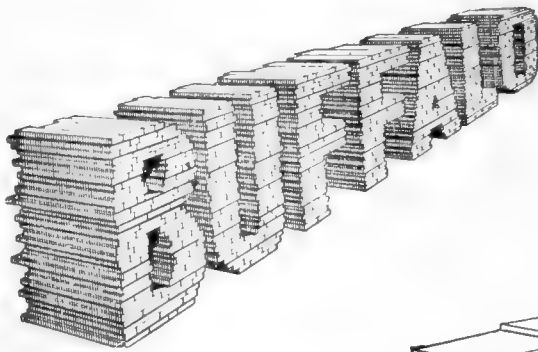
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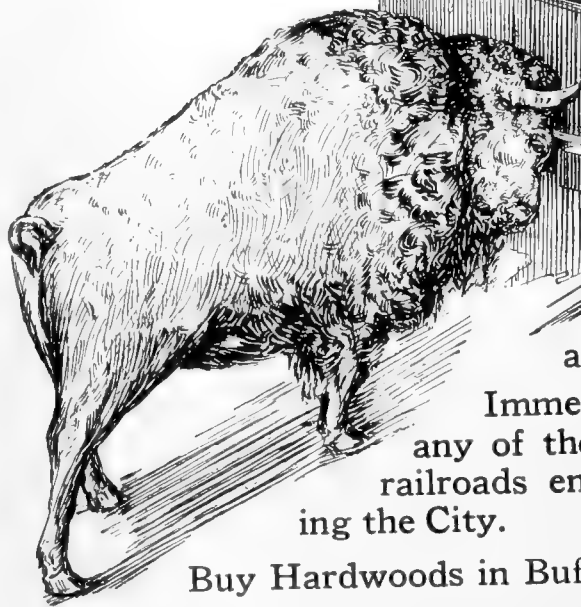
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A Service That Is Worth Your Attention

Few Northern operators are as well equipped as we are to handle large yard and industrial requisitions. Our five band mills, cutting 100,000,000 feet annually of Hardwoods, Pine and Hemlock—in addition to our complete planing mill facilities—enable us to handle your every requirement in Northern woods.

The personnel of our organization has been chosen for unusual practical experience. These points count strongly to the discriminating buyer who wants something quickly. We can always cut special orders in Hardwood or Hemlock dimension. Our specialty is the famous Shawano County Hard Maple up to three inches in thickness, and hearts and skid stock for the industrial trade.

WHILE PRESENT ORDERS ARE AS A RULE SMALL, THEY WILL SERVE WELL FOR A TRIAL. LET US FIGURE WITH YOU.

buy from fish

WE OFFER THE FOLLOWING DRY STOCK

BIRCH

1" No. 2 Com. 5 cars
1" No. 1 Com. 5 cars
1" No. 1 Com. & Bet. 10 cars
(Very Choice Stock)

BASSWOOD

1" No. 2 3 cars
5/4" No. 3 1 car
6/4" No. 3 1 car
8/4" No. 3 1 car

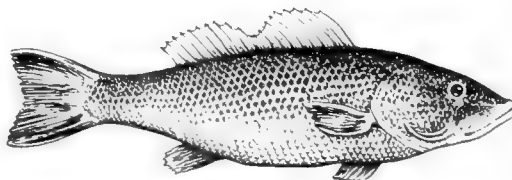
SOFT ELM

8/4" No. 3 Com. 2 cars

Complete assortment of
DRY MERCHANTABLE HEMLOCK
Can ship straight or mixed cars milled to order

Branch Offices

**CHICAGO ROCKFORD
GRAND RAPIDS**



CHARLES W. FISH LUMBER COMPANY, ELCHO, WISCONSIN

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

Regular Widths and Lengths

QUARTERED RED GUM		PLAIN WHITE OAK	
1 1/2" F&S 12 Mos dry	30,000'	4 1/2" F&S 10 Mos dry	16,000'
1 1/2" 1 Com 12 Mos dry	110,000'	1 1/2" 1 Com 12 Mos dry	160,000'
1 1/2" F&S 10 Mos dry	21,000'	PLAIN RED OAK	
1 1/2" 1 Com 10 Mos dry	120,000'	1 1/2" F&S 12 Mos dry	36,000'
1 1/2" F&S 12 Mos dry	36,000'	1 1/2" 1 Com 12 Mos dry	182,000'
1 1/2" 1 Com 12 Mos dry	80,000'	QUARTERED RED GUM	
1 1/2" F&S 11 Mos dry	52,000'	(Sap No Defect)	
1 1/2" 1 Com 11 Mos dry	97,000'	1 1/2" F&S 10 Mos dry	76,000'
QUARTERED WHITE OAK		4 1/2" 1 Com 10 Mos dry	140,000'
1 1/2" F&S 15 Mos dry	18,000'	5 1/2" F&S 12 Mos dry	33,000'
1 1/2" 1 Com 15 Mos dry	86,000'	5 1/2" 1 Com 12 Mos dry	96,000'
1 1/2" F&S 12 Mos dry	22,000'	8 1/2" F&S 14 Mos dry	61,000'
1 1/2" 1 Com 12 Mos dry	41,000'	8 1/2" 1 Com 14 Mos dry	102,000'
1 1/2" F&S 12 Mos dry	18,000'	10 1/2" 1 Com 14 Mos dry	22,000'
1 1/2" 1 Com 12 Mos dry	36,000'	PLAIN SAP GUM	

The Mossman Lumber Co., Inc.

ASH		4 1/2" No. 3 Common.....	30,000'
4 1/2" No 1 and No. 2.....	12,000'	5 1/2" Log Run.....	100,000'
8 1/2" No 1 Com & Btr.....	3,000'	QUARTERED SAP GUM	
10 1/2" No 1 Com & Btr.....	24,000'	8 1/2" No. 1 Com. & Btr.....	100,000'
COTTONWOOD		QUARTERED RED GUM	
1 1/2" Log Run.....	300,000'	4 1/2" No. 1 Common.....	36,000'
CYPRESS		5 1/2" No. 1 Common.....	20,000'
6 1/2" Shop & Btr.....	10,000'	8 1/2" No. 1 Common.....	30,000'
1 1/2" Shop & Btr.....	50,000'	SOFT MAPLE	
ELM		4 1/2" Log Run.....	30,000'
1 1/2" Log Run.....	12,000'	12 1/2" Log Run.....	70,000'
8 1/2" Log Run.....	16,000'	QUARTERED RED OAK	
10 1/2" Log Run.....	23,000'	4 1/2" No. 1 Common.....	25,000'
RED GUM		QUARTERED WHITE OAK	
4 1/2" No 1 Com. & Btr.....	16,000'	4 1/2" No. 1 Common.....	70,000'
4 1/2" No. 1 Common.....	35,000'	1 1/2" No. 2 Common.....	15,000'
SAP GUM		PLAIN RED OAK	
1 1/2" Nos. 1 & 2.....	10,000'	4 1/2" Nos. 1 & 2.....	45,000'
1 1/2" No. 1 Common.....	150,000'	4 1/2" No. 1 Common.....	100,000'
1 1/2" No. 2 Common.....	75,000'	5 1/2" No. 1 Common.....	60,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

SERVICE

BASED ON PERSONAL ATTENTION

Having been associated with all phases of southern hardwood production and handling for many years, I am pleased to offer to careful buyers a personal service of unique and distinctive character. Address your inquiries to me personally.

D. S. WATROUS

805-6 CENTRAL BANK BUILDING

QUARTERED WHITE OAK		4 1/4" 1s & 2s (Red).....	34,000'
5 1/4" No. 2 Com & Btr	14,000'	4 1/4" No. 1 Com. (Red)..... <th>11,000'</th>	11,000'
1 1/4" 1s & 2s	8,000'	QUARTERED RED GUM	
1 1/4" No. 1 Common	90,000'	1 1/4" No. 1 Com & Btr.....	50,000'
3 1/4" No. 2 Common	17,000'	5 1/4" No. 1 Com & Btr.....	30,000'
5 1/4" No. 1 Common	30,000'	6 1/4" No. 1 Com & Btr.....	90,000'
5 1/4" No. 2 Common	20,000'	QTD RED GUM, S&D	
6 1/4" No. 1 Common	21,000'	4 1/4" No. 1 Com & Btr.....	27,000'
6 1/4" No. 2 Common	11,000'	5 1/4" No. 1 Com. & Btr.....	120,000'
PLAIN OAK		6 1/4" 1s & 2s.....	11,000'
1 1/4" No. 1 Com (White)	33,000'	12 1/4" No. 1 Com & Btr.....	60,000'
1 1/4" Sound Wood	57,000'	16 1/4" No. 1 Com. & Btr.....	35,000'
1 1/4" No. 3 Common	230,000'	PLAIN SAP GUM	
5 1/4" No. 2 Com & Btr	8,000'	1 1/4" 1s & 2s (Red) & up.....	15,000'
3 1/4" 1s & 2s (Red).....	4,000'	8 1/4" No. 1 Com & Btr.....	150,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

PLAIN SAP GUM			
5 7/8" No. 1 C&B 13" & up	100,000'		
5 7/8" F&S 6" & 12"	20,000'		
1 1/2" 1s & 2s	140,000'	5 1/4" No. 1 Common	30,000'
4 1/2" F&S 13" to 17"	18,000'	PLAIN RED OAK	
4 1/2" 1 C. 12" & wider	50,000'	7 1/8" No. 1 Com & Btr	50,000'
1 1/2" No. 1 Common	300,000'	7 1/4" No. 1 Common	70,000'
4 1/2" No. 2 Common	200,000'	7 1/4" No. 1 Common	200,000'
5 1/2" F&S 15" & wider	75,000'	4 1/4" No. 2 Common	150,000'
5 1/2" F&S 15" & wider	200,000'	5 1/4" No. 1 Common	70,000'
5 1/4" No. 1 Common	200,000'	8 1/4" No. 1 Com. & Btr.	65,000'
5 1/2" No. 2 Common	75,000'	QUARTERED RED OAK	
QUARTERED SAP GUM			
4 1/4" No. 1 Common	35,000'	4 3/4" Nos. 1 & 2 Com.	200,000'
6 1/2" No. 1 Common	10,000'	1 1/4" F&S	40,000'
PLAIN RED GUM			
1 1/2" No. 1 Com. & Btr.	23,000'	4 1/4" Nos. 1 & 2 Com.	100,000'
5 1/8" F&S	20,000'	SOFT ELM	
4 1/4" No. 1 Common	100,000'	6 1/4" No. 2 Com. & Btr.	200,000'
5 1/2" F&S	100,000'	10 1/4" No. 2 Com & Btr	90,000'
5 1/4" F&S	15,000'	PFC&A	
QUARTERED RED GUM			
4 1/4" No. 1 Common	200,000'	5 1/4" No. 2 Com. & Btr.	50,000'
		6 1/4" No. 1 Common	150,000'
		8 1/4" No. 1 Common	140,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

QUARTERED SAP GUM			
4 1/4" No. 1 & Btr.....	50,000'	6 1/4" No. 2 Common.....	50,000'
6 3/4" No. 1 & Btr.....	100,000'	8 3/4" No. 1 Com. & Btr.....	15,000'
7 3/4" No. 1 & Btr.....	20,000'	6 1/4 & 8 3/4" Dog Boards.....	100,000'
8 3/4" No. 1 & Btr.....	50,000'		
CYPRESS		COTTONWOOD	
4 1/4" Shop & Btr.....	20,000'	4 1/4" Box Boards, 13-17".....	50,000'
5 1/4" 1s & 2s.....	15,000'	4 1/4" Box Boards, 9-12".....	60,000'
5 1/4" Shop.....	30,000'	1 1/2" 1s & 2s, 13" & up.....	20,000'
4 1/4" No. 1 Common.....	40,000'	4 1/4" 1s & 2s, 6-12".....	50,000'
5 1/4" No. 1 Common.....	30,000'	4 1/4" No. 1 Common.....	300,000'
8 3/4" No. 1 Common.....	5,000'	4 1/4" No. 2 Common.....	50,000'
4 1/4" No. 2 Common.....	20,000'	4 1/4" No. 3 Common.....	20,000'
		5 1/4" 1s & 2s.....	35,000'
		5 1/4" No. 1 Common.....	75,000'
		6 1/4 & 8 3/4" Dog Boards.....	50,000'
PLAIN SAP GUM			
3 1/4" 1s & 2s.....	50,000'		
3 1/4" No. 1 Common.....	60,000'	WHITE ASH	
4 1/4" 1s & 2s.....	7,000'	1 1/2" 1s & 2s.....	15,000'
4 1/4" No. 2 Common.....	100,000'	8 3/4" No. 1 Com. & Btr.....	16,000'
5 1/4" 1s & 2s.....	20,000'		
5 1/4" No. 2 Common.....	100,000'	SOFT ELM	
6 1/4" No. 1 Common.....	100,000'	6 1/4" No. 2 Common.....	38,000'
		6 1/4" No. 3 Common.....	49,000'

Mark H. Brown Lumber Co.

WHITE ASH		16 1/4"—3" up, 6-16'	3 cars
Select & Better		12 1/4"—3" up, 6-16'	2 cars
4 1/4"—10-12", 10-16'	2 cars	16 1/4"—3" up, 6-16'	1 car
4 1/4"—12" up, 10-16'	1 car	No. 2 Common	
8 1/4"—10-12", 10-16'	1 car	1 1/4-16 1/4"—3" up, 6-16'	5 cars
8 1/4"—12" up, 10-16'	1 car	QUARTERED WHITE OAK	
4 1/4"—6-5", 8-10'	1 car	4 1/4" No. 1 & 2 Common	2 cars
4 1/4"—6-9", 8-16'	3 cars	CYPRESS	
5 1/4"—6-9", 8-16'	2 cars	4 1/4" No. 1 & 2 Common	2 cars
6 1/4"—6-9", 8-16'	2 cars	COTTONWOOD	
8 1/4"—6-9", 8-16'	5 cars	4 1/4" No. 1 Com. & Br.	5 cars
10 1/4"—6" up, 8-16'	3 cars	SAP GUM	
12 1/4"—6" up, 8-16'	5 cars	5 1/4" 1s & 2s	2 cars
16 1/4"—6" up, 8-16'	2 cars	5 1/4" No 1 Common	2 cars
No. 1 Common		4 1/4" No 1 & 2 Common	3 cars
4 1/4"—6" up, 8-16'	1 car	PLAIN WHITE OAK	
4 1/4"—3" up, 6-16'	5 cars	4 1/4" No. 1 Common	1 car
5 1/4"—3" up, 6-16'	2 cars	RED GUM	
6 1/4"—3" up, 6-16'	3 cars	5 1/4" No 1 & 2 Common	2 cars
8 1/4"—3" up, 6-16'	6 cars	4 1/4" No 1 & 2 Common	2 cars
8 1/4"—3" up, 18-20'	1 car	Dudley Lumber Company	

Dudley Lumber Company

HARDWOODS

MEMPHIS

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

Goodlander-Robertson Lbr.Co.

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

Dacus-Richards Hardwood Co.

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

Memphis Band Mill Co.

M—emphis believes in advertising
E—ntirely to a concentrated
M—anufacturers' list of the most
P—rominent Hardwood users.
H—er facilities for service are
I—llimitable and
S—upreme.

J. W. DICKSON, President W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Stimson Veneer & Lbr. Co. INCORPORATED

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

Brown & Hackney, Inc.

4 1/2" No. 1 Common	29,200
4 1/2" No. 2 Common	11,000
4 1/2" No. 3 Common	32,700
4 1/2" No. 4 Common	50,000
4 1/2" No. 5 Common	15,500
4 1/2" No. 6 Common	29,200
4 1/2" No. 7 Common	16,700
4 1/2" No. 8 Common	0,000
4 1/2" No. 9 Common	0,000
4 1/2" No. 10 Common	0,000
4 1/2" No. 11 Common	0,000
4 1/2" No. 12 Common	0,000
4 1/2" No. 13 Common	0,000
4 1/2" No. 14 Common	0,000
4 1/2" No. 15 Common	0,000
4 1/2" No. 16 Common	0,000
4 1/2" No. 17 Common	0,000
4 1/2" No. 18 Common	0,000
4 1/2" No. 19 Common	0,000
4 1/2" No. 20 Common	0,000

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

ASH (10 Mos. Dry)	
Regular Widths	
10/4" Log Run	1 car
COTTONWOOD (6 Mos. Dry)	
4/4" Box Boards, 13-17"	2 cars
4/4" Box Boards, 9-12"	3 cars
4/4" FAS, 13" & up	3 cars
4/4" FAS, 6-12"	10 cars
4/4" No. 1 Common	10 cars
4/4" No. 2 Common	2 cars
5/4" No. 1 Common	10 cars
5/4" No. 2 Common	2 cars
ELM (10 Mos. Dry)	
6/4" Log Run	6 cars
8/4" Log Run	5 cars
10/4" Log Run	8 cars
PLAIN SAP GUM (10 Mos. Dry)	
5/4" No. 1 Com. & Btr.	10 cars
6/4" No. 1 Com. & Btr.	5 cars
4/4" No. 1 Common	10 cars
PLAIN RED GUM (10 Mos. Dry)	
4/4" No. 1 Com. & Btr.	5 cars
5/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 Com. & Btr.	2 cars
HICKORY (2 Mos. Dry)	
8/4" Log Run	2 cars
PLAIN RED OAK (10 Mos. Dry)	
4/4" No. 1 Com. & Btr.	10 cars
5/4" No. 1 Com. & Btr.	12 cars
PLAIN WH. OAK (10 Mos. Dry)	
5/4" No. 1 Common	1 car
QTD. RED OAK (10 Mos. Dry)	
4/4" No. 1 Com. & Btr.	2 cars
QTD. WHITE OAK (10 Mos. Dry)	3 cars
4/4" No. 1 Common	3 cars
MAPLE (10 Mos. Dry)	
10/4" Log Run	1 car
SYCAMORE (10 Mos. Dry)	
10/4" Log Run	2 cars
CYPRESS (6 Mos. Dry)	
4/4" Select & Better	3 cars
4/4" No. 1 Shop	2 cars
4/4" No. 1 Common	5 cars
5/4" Shop	5 cars
5/4" Select & Better	2 cars
5/4" No. 1 Common	4 cars

Johnson Bros. Hardwood Co.

CYPRESS	
4/4" Select	2 cars
4/4" No. 1 Shop	4 cars
4/4" No. 1 Common	3 cars
4/4" Barn	2 cars
5/4" Shop & Better	1 car
6/4" FAS	1 car
6/4" Select	2 cars
6/4" Shop & Better	1 car
8/4" FAS	1 car
8/4" Select	1 car
8/4" Shop & Better	1 car
10/4" Select & Better	1 car
10/4" No. 1 Shop	1 car
12/4" Shop & Better	1 car
FIGURED RED GUM	
4/4" FAS, Plain	1 car
4/4" No. 1 Com. & Sel. Pln.	2 cars
5/4" FAS Quartered	1 car
5/4" No. 1 Com. & Sel. Qtd	1 car
8/4" FAS Quartered	1 car
QUARTERED RED GUM	
4/4" No. 1 Com. & Sel. Qtd	1 car
4/4" No. 1 Com. & Sel. Qtd	2 cars
4/4" FAS	2 cars
5/4" FAS	2 cars
6/4" FAS	3 cars
8/4" FAS	1 car
1/4" No. 1 Com. & Sel.	4 cars
5/4" No. 1 Com. & Sel.	2 cars
6/4" No. 1 Com. & Sel.	2 cars
8/4" No. 1 Com. & Sel.	7 cars
8/4" No. 2 Common	2 cars
QUARTERED RED GUM	
4/4" FAS (No Defect)	1 car
5/4" FAS	2 cars
6/4" FAS	1 car
8/4" FAS	5 cars
10/4" Com. & Btr.	3 cars
12/4" Com. & Btr.	2 cars
1/4" No. 1 Com. & Sel.	4 cars

The Frank A. Conkling Co.

COTTONWOOD	
4/4" FAS	3 cars
4/4" No. 1 Common	3 cars
4/4" No. 2 Common	1 car
CYPRESS	
4/4" Shop & Btr.	2 cars
4/4" No. 1 & 2 Com.	2 cars
4/4" FAS	2 cars
QUARTERED RED GUM	
4/4" No. 1 Common	2 cars
4/4" No. 2 Common	1 car
PLAIN SAP GUM	
5/8" FAS	1 car
4/4" FAS	3 cars
5/4" FAS	2 cars
4/4" Box Bds., 9-12"	2 cars
4/4" Box Bds., 13-17"	4 cars
5/8" No. 1 Common	3 cars
4/4" No. 1 Common	1 car
4/4" No. 1 Common	2 cars
MAPLE	
8/4" Log Run	2 cars
QUARTERED WHITE OAK	
5/8" FAS	1 car
4/4" FAS	2 cars
5/4" FAS	3 cars
6/4" FAS	3 cars
8/4" FAS	2 cars
5/8" No. 1 Common	2 cars
4/4" No. 1 Common	5 cars
5/4" No. 1 Common	4 cars
6/4" No. 1 Common	3 cars
8/4" No. 1 Common	1 car
4/4" No. 2 Common	5 cars
5/4" No. 2 Common	2 cars
6/4" No. 2 Common	2 cars
POPLAR	
4/4" FAS	2 cars
8/4" FAS	1 car
4/4" No. 1 Common	2 cars
4/4" No. 2 Common	1 car
SYCAMORE	
5/4" Log Run	1/2 car

Dickson & Lambert Lumber Co.

QUARTERED SAP GUM	
6/4" Com. & Btr.	50,000'
PLAIN SAP GUM	
4/4" No. 1 Com. & Sel.	35,000'
4/4" No. 2 Common	100,000'
5/4" Com. & Btr.	100,000'
5/4" No. 1 Com. & Sel.	100,000'
6/4" Com. & Btr.	40,000'
6/4" Nos. 2 & 3 Com.	100,000'
PLAIN RED GUM	
4/4" No. 1 Com. & Sel.	100,000'
4/4" No. 2 Common	100,000'
5/4" No. 1 Com. & Sel.	50,000'
5/4" No. 2 Common	50,000'
6/4" No. 1 Common	25,000'
6/4" No. 2 Common	100,000'
QUARTERED RED GUM	
4/4" No. 1 & 2	4,000'
1/4" No. 1 Com. & Sel.	75,000'
1/4" No. 1 Com. & Sel.	50,000'
6/4" 1 & 2	30,000'
6/4" No. 1 Com. & Sel.	150,000'
PLAIN RED OAK	
4/4" Com. & Btr.	14,000'
1/4" No. 2 Common	35,000'
4/4" SW	100,000'
QUARTERED RED OAK	
4/4" No. 1 Com. & Sel.	100,000'
4/4" No. 2 Common	30,000'
QUARTERED WHITE OAK	
4/4" Common & Better	13,000'
4/4" No. 1 Com. & Sel.	50,000'
PLAIN WHITE OAK	
4/4" Common & Better	13,000'

Geo. C. Brown & Co.

QUARTERED WHITE OAK	
4/4" FAS	35,000'
5/4" FAS	65,000'
8/4" FAS	15,000'
4/4" No. 1 Common	150,000'
5/4" No. 1 Common	300,000'
6/4" No. 1 Common	250,000'
8/4" No. 1 Common	90,000'

PLAIN WHITE OAK	
4/4" No. 1 Common	50,000'
5/4" No. 1 Common	35,000'
6/4" No. 1 Common	90,000'
8/4" No. 1 Common	17,000'

QUARTERED RED OAK	
5/4" FAS	20,000'

PLAIN RED OAK	
4/4" FAS	110,000'
5/4" FAS	20,000'
8/4" FAS	40,000'
4/4" No. 1 Common	300,000'
5/4" No. 1 Common	200,000'
8/4" No. 1 Common	90,000'

QUARTERED RED GUM	
5/4" FAS	50,000'
6/4" FAS	75,000'
8/4" FAS	50,000'
5/4" No. 1 Common	34,000'
6/4" No. 1 Common	75,000'
8/4" No. 1 Common	40,000'

QTD. RED GUM. SND	
5/4" Com. & Btr.	100,000'
6/4" Com. & Btr.	150,000'
8/4" Com. & Btr.	250,000'
12/4" Com. & Btr.	250,000'
6/4" No. 1 Common	20,000'
8/4" No. 1 Common	250,000'

PLAIN SAP GUM	
5/4" FAS	70,000'
6/4" Com. & Btr.	50,000'
5/4" No. 1 Common	100,000'
6/4" No. 1 Common	150,000'
8/4" No. 1 Common	40,000'
10/4" No. 1 Common	8,000'

GAYOSO LUMBER CO.

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

DRY CYPRESS

4/4 to 12/4, All Grades

ONE MILLION FEET READY FOR
SHIPMENT

Send for Special Cypress Stock List

Tustin Hardwood Lbr. Co.

HARDWOODS

MEMPHIS

WHITE ASH

1" FAS	6,000'	8 1/4" No. 2 Common	15,000'
5/4" FAS	23,000'	10 1/4" No. 2 Common	12,700'
6/4" FAS	28,000'	12 1/4" No. 2 Common	10,000'
8/4" FAS	61,000'	MISCELLANEOUS	
12 1/4" FAS	65,000'	HARDWOODS	
8 1/4" No. 1 Com. & Btr.	60,000'	PLAIN RED OAK	
10 1/4" No. 1 Com. & Btr.	88,000'	1 1/2" FAS	1 car
12 1/4" No. 1 Com. & Btr.	50,000'	1 1/2" 1 Com. (25% White)	2 cars
16 1/4" No. 1 Com. & Btr.	52,000'	4 1/2" 2 Com. (25% White)	2 cars
4 1/2" No. 1 Common	150,000'	6 1/4" 1 C&B. Pl. Sap Gum	1 car
5 1/4" No. 1 Common	18,000'	4 1/2" 1 C&B. Pl. Red Gum	1 car
6 1/4" No. 1 Common	56,000'	5 1/4" 1 Com. Pl. R. Gum	2 cars
8 1/4" No. 1 Common	170,000'	5 1/4" 2 Com. Pl. S. Gum	3 cars
10 1/4" No. 1 Common	17,000'	SOFT MAPLE	
12 1/4" No. 1 Common	16,000'	12 1/4" No. 2 Com. & Btr.	1 car
16 1/4" No. 1 Common	11,100'	SOFT ELM	
4 1/2" No. 2 Common	120,000'	8 1/4", 10 1/4", 12 1/4" No. 2 Com.	
5 1/4" No. 2 Common	95,000'	& Better	1 car
6 1/4" No. 2 Common	47,000'	COTTONWOOD	
		1 1/2" Common & Better	1 car

Thompson-Katz Lumber Co.

4 1/4" 1s & 2s	12,000'	8 1/4" Sel. & Btr.	7,000'
5 1/4" 1s & 2s	10,000'	4 1/4" No. 1 Shop.	19,000'
6 1/4" 1s & 2s	28,000'	5 1/4" No. 1 Shop.	7,000'
8 1/4" 1s & 2s	58,000'	6 1/4" No. 1 Shop.	17,000'
10 1/4" No. 1 Com. & Btr.	35,000'	8 1/4" No. 1 Shop.	13,000'
12 1/4" No. 1 Com. & Btr.	12,000'	ELM	
4 1/4" No. 1 Common	38,000'	4 1/4" Log Run	6,000'
5 1/4" No. 1 Common	72,000'	6 1/4" Log Run	11,000'
6 1/4" No. 1 Common	68,000'	8 1/4" Log Run	6,000'
8 1/4" No. 1 Common	80,000'	SAP GUM	
4 1/4" No. 2 Common	10,000'	1 1/2" 1s & 2s	5,000'
5 1/4" No. 2 Common	3,000'	1 1/2" 1s & 2s	98,000'
6 1/4" No. 2 Common	18,000'	1 1/2" No. 1 Common	4,000'
CYPRESS		5 1/4" No. 1 Common	56,000'
4 1/4" 1s & 2s	6,000'	6 1/4" No. 1 Common	9,000'
5 1/4" 1s & 2s	22,000'	8 1/4" No. 1 Common	5,000'
6 1/4" 1s & 2s	6,000'	QUARTERED WHITE OAK	
8 1/4" 1s & 2s	14,000'	1 1/2" 1s & 2s	23,000'
2 1/4" Sectors	19,000'	5 1/4" 1s & 2s	11,000'
4 1/4" Sel. & Btr.	18,000'	6 1/4" 1s & 2s	17,000'
5 1/4" Sel. & Btr.	10,000'	8 1/4" 1s & 2s	3,000'
6 1/4" Sel. & Btr.	16,000'	4 1/2" No. 1 Common	54,000'

Welsh Lumber Company

4 1/4" Com. & Btr.	1 car	8 1/4" Com. & Btr.	1 car
4 1/4" No. 1 & No. 2 Com.	1 car	4 1/4" No. 1 C. 13" & up.	2 cars
COTTONWOOD		4 1/4" No. 2 Common	7 cars
4 1/4" FAS	1 car	5 1/4" No. 2 Common	3 cars
ELM		MAPLE	
4 1/4" Log Run	1 car	12 1/4" Log Run	1 car
10 1/4" & 12 1/4" Log Run	1 car	RED GUM	
SAP GUM		4 1/4" No. 1 Common	1 car
4 1/4" Box Bds. 13-17"	2 cars	QUARTERED WHITE OAK	
4 1/4" FAS. 13" & up.	3 cars	4 1/4" No. 1 Common	2 cars
5 1/4" FAS. 13" & up.	1 car	4 1/4" No. 1 Common	2 cars
4 1/4" FAS	3 cars		

DUGAN LUMBER COMPANY

MILL AT
BYNG, MISS.F. W. DUGAN
J. R. COLLINS

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

1 1/2" 1s & 2s 10" & Up	1 car	12 1/4" No. 1 Com. & Btr.	5 cars
5 1/4" 1s & 2s 10" & Up	1 car	16 1/4" No. 1 Com. & Btr.	1 car
6 1/4" 1s & 2s 10" & Up	1 car	4 1/4" No. 1 Common	3 cars
1 1/2" 1s & 2s regular	1 car	5 1/4" No. 1 Common	3 cars
5 1/4" 1s & 2s regular	1 car	6 1/4" No. 1 Common	1 car
1 1/2" No. 1 Com. & Btr.	5 cars	8 1/4" No. 1 Common	3 cars
5 1/4" No. 1 Com. & Btr.	2 cars	10 1/4" No. 1 Common	1 car
6 1/4" No. 1 Com. & Btr.	5 cars	12 1/4" No. 1 Common	1 car
8 1/4" No. 1 Com. & Btr.	4 cars	4 1/4" No. 2 Common	2 cars
10 1/4" No. 1 Com. & Btr.	3 cars	5 1/4" No. 2 Common	1 car
		6 1/4" No. 2 Common	1 car
		8 1/4" No. 2 Common	1 car

White Ash Our Specialty

John M. Woods Lumber Co.

QUARTERED WHITE OAK		PLAIN WHITE OAK	
1 1/2" FAS	119,000'	4 1/4" FAS	7,500'
5 1/4" FAS	20,000'	5 1/4" FAS	68,000'
6 1/4" FAS	17,000'	8 1/4" FAS	17,000'
8 1/4" FAS	2,000'	10 1/4" FAS	28,000'
1 1/2" No. 1 Common	99,600'	12 1/4" FAS	70,000'
1 1/2" No. 1 Common	49,900'	16 1/4" FAS	43,000'
6 1/4" No. 1 Common	15,100'	1 1/2" No. 1 Common	282,000'
8 1/4" No. 1 Common	3,000'	5 1/4" No. 1 Common	88,000'
1 1/2" No. 2 Common	13,500'	6 1/4" No. 1 Common	2,000'
5 1/4" No. 2 Common	8,000'	8 1/4" No. 1 Common	11,000'
6 1/4" No. 2 Common	13,000'	10 1/4" No. 1 Common	11,500'
QUARTERED RED OAK		12 1/4" No. 1 Common	30,000'
4 1/4" FAS	20,000'	16 1/4" No. 1 Common	19,000'
5 1/4" FAS	7,800'	PLAIN RED OAK	
1 1/2" No. 1 Common	52,100'	4 1/4" FAS	87,000'
5 1/4" No. 1 Common	7,000'	5 1/4" FAS	38,000'
4 1/4" No. 2 Common	8,000'	4 1/4" No. 1 Common	195,000'
QTD. RED & WHITE OAK		5 1/4" No. 1 Common	75,000'
4 1/4" Sound Wormy	25,000'		

Ferguson & Palmer Company

C. B. COLBORN
SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCKMy Specialty Is Dimension
Lumber for Manufacturers ofWAGONS AND IMPLEMENTS
BUGGIES AND AUTOS
RAILROAD CAR AND TRACK MATERIALStandard sizes on hand for prompt shipment. Special items
cut to order.Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

4 1/4" to 16 1/4" Log run	750,000'	SOUTHERN SOFT MAPLE	
COTTONWOOD		4 1/4" to 13 1/4" Log run	Spot
4 1/4" to 6 1/4" Log run	1,000,000'	warns no defects	1,500,000'
CYPRESS		QUARTERED WHITE OAK	
1 1/2" to 8 1/4" Mill run	2,250,000'	4 1/4" & 5 1/4" Log Run	268,000'
ELM		QUARTERED RED OAK	
1 1/2" to 8 1/4" Log run	325,000'	4 1/4" No. 1 Common	12,000'
PLAIN RED GUM		PLAIN WHITE OAK	
1 1/2" to 8 1/4" Log run	600,000'	1 1/2" to 8 1/4" Log run	100,000'
PLAIN SAP GUM		PLAIN RED OAK	
5 1/8" to 8 1/4" Log run	2,000,000'	4 1/4" to 8 1/4" Log run	1,725,000'
QTD. RED GUM		SYCAMORE	
1 1/2" to 8 1/4" Log run	250,000'	1 1/2" Log run	70,000'
QTD. RED GUM, S. N. D.		TUPELO	
8 1/4" Log run	500,000'	1 1/4" Log run	90,000'
		LOCUST	
		4 1/4" Log run	12,000'
		PERSIMMON	
		3 1/4" Log run	7,000'

Grismore-Hyman Co.

HARDWOODS

"HOOSIER HAVE MADE"

S.P. COPPOCK & SONS LUMBER CO.

Manufacturers and Dealers

Indiana
Quartered Oak
a Specialty

Hardwood Lumber

FORT WAYNE, IND.

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana
Quartered Red and White
OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

Pierson-Hollowell Lumber Co.

SUCCESSORS TO
EEL RIVER FALLS LUMBER CO.

Manufacturers and Wholesalers
HARDWOOD LUMBER

We specialize in Indiana

WHITE OAK	WALNUT	HARD MAPLE
RED OAK	CHERRY	WHITE ASH
HICKORY	BEECH	SOFT ELM
SOFT MAPLE	CHESTNUT	POPLAR

Write for Our Prices

Pierson-Hollowell Lumber Co.
507-508 Lemcke Bldg., Indianapolis, Indiana

INDIANA HARDWOODS

HARDWOODS HISTORY

SPECIALS

Attractively Priced For Prompt Shipment

4/4 Log Run Hackberry	50,000
6/4 No. 1 Com. & Btr. Hackberry	12,000
12/4 No. 1 Com. & Btr. Hackberry	13,000
6/4 Log Run Pecan	40,000
6/4 Log Run Hickory	22,000
4/4 Softwood Boxing	70,000
5/8 Softwood Boxing	50,000
5/8 Log Run Sycamore	70,000
5/8 Log Run Elm	50,000
4/4 Log Run Elm	150,000
6/4 Log Run Elm	25,000
8/4 Log Run Elm	50,000
10/4 Log Run Elm	40,000
12/4 Log Run Elm	30,000
5/8 Log Run Sap Gum	180,000
10/4 No. 1 Com. & Btr. Ash	70,000
12/4 No. 1 Com. & Btr. Ash	60,000

This lumber is all dry, band sawed, edged and trimmed and can be shipped promptly.

We specialize in

Kraetzer Cured Gum 5 8 Lumber

Write for Complete List with Prices

North Vernon Lumber Mills
NORTH VERNON, INDIANA



CHARLES H. BARNABY

Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

RUSH COUNTY

HARDWOODS are as Rich in Quality and Texture as the soil of this
"GARDEN SPOT OF INDIANA"

We have them in dry Band Sawn Stocks of excellent thick Hard Maple, Soft Elm, Ash, from 4/4" to 12/4" thicknesses, Plain red and white oak, and Quartered white oak in 4/4" thicknesses, and Basswood, Poplar, and Hickory in 6/4" and 3/4" thicknesses.

We manufacture dimension Crating in large Quantities of thin stock

$\frac{3}{8}$ x2" and 3" from 18" long to 71" long
 $\frac{3}{8}$ x random widths 18" long to 71" long
 $\frac{5}{8}$ x3" and 4" widths 20", 21", 24", 27" and 36" long

This stock is so manufactured, in cutting out defects, as to make a first class crating material, especially adapted for use in Furniture Factories.

We have several carloads now ready for market.

Please send us your inquiries

Reynolds Manufacturing Co.
RUSHVILLE, INDIANA

We operate

FOUR BAND MILLS

and carry large stocks of:

QTD. WHITE OAK	ASH	POPLAR
QTD. RED OAK	HICKORY,	WALNUT
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

TRY US

Maley & Wertz Lumber Co.
EVANSVILLE, INDIANA

Ask Grandad. He Used Them



THEN AND NOW



On the Back of Your Veneered
Tops and Panels
Means Guaranteed Quality

WHEN King Rameses gave the order to have a special cabinet made for his Throne Room he specified that the tops, panels, etc., should be veneered.

Had NAVCO Plywood been available for this work, that same cabinet might still be in use today.

The Veneer for all NAVCO Plywood is carefully selected, inspected and prepared as follows:

Poplar cross banding is used exclusively, only whole pieces being used under all face veneers.

All veneers, except fancy face veneers, are thoroughly re-dried in improved vacuum kiln to less than 5% moisture contents.

Face veneers are sprayed with warm water, then placed between super-heated wood cauls, and left under pressure until thoroughly pliable, dry and flat.

All joints of Face Veneer made with special sixteen bit cutter head, and all taped joints glued to prevent open or hair line joints showing under finish.

Watch next month's chapter.

New Albany Veneering Company
E. V. KNIGHT PLYWOOD SALES CO.
SALES AGENTS NEW ALBANY, IND.

The Imperial Lumber Co.

MANUFACTURERS & DEALERS

HARDWOOD LUMBER
COLUMBUS, OHIO

W. Virginia & Ohio
HARDWOODS

Chestnut	Oak	Poplar
Basswood	Beech	Maple
Oak Flooring		

MILLS

Holly Junction, W. Va.	Athens, Ohio
Gauley, W. Va.	Applecreek, Ohio

Bigelow
HARDWOOD PRODUCTS

The Brand of Quality

25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN



Hardwood Record

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Review and Outlook

General Market Conditions

EVEN THOUGH REPORTS OF BUSINESS conditions are not entirely consistent in every reference to various important markets, the fact remains that there is evidence justifying the statement that reference to depression can now be expressed in the historical sense. It has been exceedingly interesting to watch the progressive development in business conditions and at the same time a very difficult job to sort out the essential from the non-essential indications, drawing one's conclusions from a parallel alignment of contrary facts. The job of business prognostication over the past year has been fraught with difficulty and in its efforts HARDWOOD RECORD has consistently endeavored to record the average sentiment and to discount extreme experiences. Thus while conditions were on the declining stage it was necessary to reject the experiences of those who for some reason or another were still able to keep up at the top and also those who in the beginning were in the extreme depths of pessimism. Eventually business reached a seemingly level stretch, marked, however, by many abrupt rises and many precipitous plunges to unfathomable bottoms below. It was necessary, though, to bear in mind constantly the net result of observations and thus HARDWOOD RECORD has consistently recorded for some time a practically immobile state of trade.

Then gradually there developed a preponderance of optimism over pessimism in which the high points scored more heavily over the lower points with resulting more favorable levels. This state has consistently continued for the past two or three months until today the success of favorable factors over unfavorable influences has so distinctly arrested itself as to have earned its right to dominate.

Still, though, one is not justified in predicated judgment upon lone experiences and thus HARDWOOD RECORD has discounted to a fair average the experience of one large and conservative Memphis operator whose record for the past ten days shows sales at actual price increases of from \$2 to \$5 within a week's time, covering several of the major hardwood items inclusive of some of the low grades. A fair average statement, though, would fully justify at least a partial acceptance of this one experience as indicative of the whole. The record of increasing inquiries and orders from Memphis is borne out from many other points and is resulting from increased business with consuming industries. In the meantime log and lumber production is practically non-existent, stocks are disappearing with increased rapidity and with actual danger of exhaustion in some items. Though the experience of all hardwood men may not necessarily support the statement that busi-

ness is definitely improving, the experience of the average operator is assuredly along those lines.

The Right and Wrong of Anti-Misrepresentation Campaigns

AT THE PRESENT MOMENT it appears that the efforts to cover up the identity of the propagandists sponsoring the much-talked-of anti-substitution campaign have in themselves aroused such a widespread curiosity as to the identity of that individual, or individuals, that the real point is missed and the meritorious principle lost sight of. It would be well, therefore, to remind the trade that just because in this campaign the principle is seemingly being sacrificed to individual ambitions, there is no reason why misrepresentation in furniture manufacture and merchandising should be tolerated.

The position of plywood in furniture and interior finish manufacture is firmly established and is expanding with astonishing rapidity. Its use in proper combinations and proper locations insures not only much more strength, durability and general quality, but makes possible effects in beauty and color physically unattainable otherwise. No man of intelligence and sincerity can successfully dispute plywood's right to the position it holds.

These facts are pointed out because HARDWOOD RECORD believes the effort to eradicate misrepresentation is so all-important in the campaign to gain popular interest in furniture and so necessary in engendering a popular sympathy with the lumber industry, that it is deplorable to jeopardize the chances of attaining those ends through methods that are certain to create antagonisms rather than the sincere co-operation so necessary to any big effort.

Furniture is sold as a necessary household utility, purchased for its beauty of color and design, its strength and durability. It is offered in various standards of manufacture so as to present to the public these essential feature at a range of prices designed to meet individual ability to pay. Thus it is obviously an economic impossibility to eliminate the substitution of cheaper woods in the construction of furniture designed to represent mahogany or walnut, and any effort to bring about such elimination would apparently be against public interest. However, the public should know what it is getting and should be convinced of the sincerity of the furniture industry in marketing its product. It should not, though, be rendered suspicious of every piece of furniture it sees, by prop-

aganda which would lead to the natural deduction that all furniture manufacturers are criminally engaged in the practice of misrepresenting their product and gaining immense profits therefrom. The furniture buying public in the main is unable to purchase furniture made entirely of the more expensive cabinet woods. It should, therefore, be given the option of paying the price for the all-genuine article or paying a smaller price for a partially genuine article, and in the case of the latter decision should not be compelled to believe that through that choice it is necessarily losing anything in durability or utility.

Every impulse of honesty, though, dictates that the buyer should be given a real opportunity to judge for himself, and obviously that he might do so, he must be informed of the character of the component parts in the piece he is about to purchase. The immediate advantage of this education would be to conclusively show him that by sacrificing the sentiment and satisfaction which always attaches to the knowledge that one possesses the genuine article, he can secure the same utility and beauty of design and at least an approximation of the general beauty of color and figure at a low cost or that by paying the higher price he can embody all of these latter advantages with the first.

Unfortunately there are some makers of furniture and some dealers in furniture who willfully and deliberately misrepresent their goods. **HARDWOOD RECORD** believes, however, that the vast majority of furniture manufacturers marketing furniture partially made of other woods than walnut or mahogany have no such intent to deliberately misrepresent, and sincerely believe that they are merely following legitimate trade custom in their designation and description of articles.

The honest furniture manufacturer who is not guilty of willfully misrepresenting, is entitled to believe that one handling such a substantial quantity of hardwoods in the form of furniture as does the average retail buyer, should be sufficiently conversant with the raw material requirements involved in the manufacture of moderately priced lines, to recognize for the most part the character of the component parts of the article and to realize that the term "finish" as used in describing furniture obviously refers to the finish put on the furniture. It is far-fetched reasoning which argues that it can refer to anything else. At the same time inasmuch as the use of this term might apparently lead to confusion, descriptions should be further amplified by the manufacturer in order that responsibility may rest upon the retailers' shoulders. The manufacturer then should educate the retailer to the economic and frequently constructional necessity of using other than the higher priced woods, in varying degree according to the selling price of furniture, and should further educate the retailer so that he may in turn properly present the article to the prospective buyer.

Such educational work is being successfully carried on today and its possible accomplishment is the permanent elimination of illicit practices, for with education comes conviction, whereas from threats come alarm and subterfuge. The walnut association has as one of its principal purposes such an educational campaign and it

is the announced principal purpose of the mahogany association launched on August 1, to maintain a similar effort. In its campaign which has been carried on now for some time by the walnut association, it has had the support of both manufacturers and dealers, whereas while the current propaganda will easily scare off those who have willfully misrepresented, it is apparently having the additional effect of creating distrust among the other element, which result will be more harmful than beneficial. The attempt, though, is not futile if this succeeds in bringing to a head the necessity for getting action in the matter of misrepresenting furniture. Substitution is logical and economically necessary. The expanding use of plywood is desirable and conducive to increasing strength, greater beauty and increased lasting qualities when properly used, but willful misrepresentation should and must cease!

Steel Trust's Greed Maintains Depression

THAT THE GREED OF THE WALL STREET MASTERS OF the great steel companies is standing between the Nation and recovery from the blight of depression is claimed by John R. Dunlap, editor of "Industrial Management," who has called on the trade press of the country to lay the facts before the people. Mr. Dunlap declares that "the way these speculators in 'steel common' have tied up our great steel industry now promises to become a national scandal—because it is so inhuman and wholly unnecessary. In cold blood they have summarily discharged over a million steel workers, who for months past have been idle, and their definite purpose is to cut off supplies and thus force steel consumers to go on paying war prices, precisely as they forced Director General Hines, against his vigorous public protest, to pay the exorbitant price of \$47 per ton for steel rails—and other steel equipment in proportion! That has already cost the railroads and the taxpayers hundreds of millions of dollars—and the profit sheets of the steel companies prove it conclusively."

Since 1914 the eight leading steel organizations have made a net increase in cash surplus and working capital of approximately \$600,000,000, in spite of paying all fixed charges and making unprecedented expenditures for "ordinary repairs" and new construction," Mr. Dunlap says. But in spite of this bountiful harvest of war profits the steel makers still insist upon their exorbitant war prices for steel, thus forcing the consumers to remain "out on strike." There can be no renewal of prosperity and unemployment and a depressed commerce and industry must continue as long as this greedy policy is adhered to, he contends.

This editor believes that publication of the facts will so arouse the public that the steel speculators will be driven from their unconscionable position. Lumber, of course, will take an enthusiastic interest in seeing this done, for the lumber industry has taken its deflation medicine, a dose that well nigh laid it out, and is in a position to realize how damnably unfair any other policy is.

The American who has partaken of food in a Greek restaurant can't help but sympathize with the Turks in the present little mix up in the Near East.

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Trained Leadership

By Lester G. Herbert

The great need of the world today is for strong, capable, trained leadership.

There are plenty of men for the places in life which are of relatively less importance, but when an executive is needed who is thoroughly prepared, the task of finding him is not always easy. There is a reason.

A great many people lack the opportunity and others lack the disposition to carry on and on until they have perfected themselves in their chosen line whatever it may be.

A singer with a rarely beautiful voice recently presented himself to one of the largest theatrical managers on the Pacific Coast. This man heard the singer with close attention, and the applicant for a contract was satisfied that he had done well, and had made an impression, therefore he was greatly surprised when the manager said to him earnestly:

"My friend, go back to your teachers and coaches and finish your work. This country is already full of overflowing with people who have partly-trained voices. If you aspire to leadership you must finish the job, and because so few stick their training out,

waved adieu, and gone on. What is there to it? What do some men possess that others lack?

Let us look the situation squarely in the face. It is said that the average individual is not more than from 20 to 30 percent efficient. The great majority of people who remain in the ranks are probably not more than 12 to 15 percent efficient. They use muscular strength, perhaps, but do not couple it with vision and mind stuff; or they are satisfied with the everlasting execution of detail under supervision; or they content themselves with blind alley jobs.

The men who is from 20 to 30 percent efficient may be no better endowed by Nature than the man he directs—but he is trained in a measure at least to use a certain percentage of his latent powers. Latent energy is that which exists and can, under the right management, be brought into active operation. The leader must learn to use his latent powers and to the degree in which he learns to use them, will he be a success.

It was this capacity for preparation—for the use of latent powers which made Lincoln, Roosevelt, Riis, Beethoven, Mendelssohn,

The writer of this article gives all of us who aspire to bigger things in our chosen work something to ponder over. He says: "The moment that we stop growing or reaching up and out, that moment we stop climbing, but someone else, some other executive, or some other firm, may not be taking things as easy as we are, and so there is always danger in such a case that the story of the hare and the tortoise will be repeated."

—The Editor.

leadership will offer you great rewards once you are prepared to head the procession.

"Go to theater after theater today and you will be astonished to see and to hear men and women on the stage with beautiful voices and undoubted talent who are filling minor positions. The reason is that they have not pushed on to the point of perfecting their training. They are not prepared. And so their natural capital of ability avails them comparatively little."

The same holds true whether one expects success in the giving of public entertainments, in managing a big lumber business, or in handling the executive details of distribution. One of the greatest foes to progress in this world is contentment with our own efforts, or a disposition to say, "I'll call it a day's work;" or "I've done as much as is necessary—and then some;" or to feel that the plane already reached is the ultimate goal.

The moment that we stop growing or reaching up and out, that moment we stop climbing, but someone else, some other executive or some other firm may not be taking things as easy as we are, and so there is always danger in such a case that the story of the hare and the tortoise will be repeated.

Time is mighty important, for the average man has only a limited number of producing years. Action is important, for results never come alone through wishing. Results depend upon desire, which is intense wishing, plus intelligent action, plus persistence.

Yet most of us know people who have initiative, energy, and are reasonably frugal in the use of time who never seem to climb beyond a certain altitude. There seems to be some stoppage somewhere which prevents further advance. After a time that individual begins to take it for granted that he has gone the limit and cannot expect to progress farther. It is human and natural to find excuses and to be able to explain satisfactorily to oneself at least, the reason why.

But just what is the reason. Others have overcome greater obstacles and greater handicaps. Others have come to this point,

Raphael, Angelo, Corot, Watt, Morse, Fulton, Edison, Columbus, Livingston, Newton, Darwin, Cicero, Gladstone, Emerson, and hundreds of others leaders of outstanding character. They simply took stock of themselves, and after inventorying their abilities, practically said in substance:

"Here is my capital. Unless I use it, it will not be of much value. To use it I must concentrate and study and work. I must exercise self-restraint. I must push forward and sacrifice, if need be, that my training be more nearly perfected: I must be prepared."

And because they developed their latent powers it was the most natural thing in the world that they should become more efficient, more far-sighted, more skilled, than the average individual satisfied with using from 20 to 30 percent of his possibilities.

"The kingdom of God lies within." "Know thyself," is as wise advice today as ever it was. Perfect symmetry of life and character must stand back of all permanent results, and permanent results, fine and splendid, and of dazzling magnitude are possible when we are prepared for leadership through the use of the latent powers which The Creator of the universe has given us.

Foreign Lumber Trade Outlook

The high grade of American lumber and the reputation it has established abroad assures its continued popularity in the world's markets and pessimistic reports to the contrary are unwarranted, says Axel H. Oxholm, chief of the Commerce Department's new Lumber Division, in his first report entitled "Present Conditions and Future Outlook of the American Lumber Industry and Trade," to be published shortly.

The lumber export trade of the United States during the last fiscal year shows a much smaller decrease than that of any other country. Stocks of high-grade American lumber abroad are not unusually heavy and prices for the American product have not fallen in comparison with North European and Canadian prices, particularly in the more common grades, the report says.

Probable Requirements of Hardwood for Turned and Shaped Wood Products

By W. A. Babbitt

The average lumberman faces the present logging season with much uncertainty. The past season has been one of the most disastrous ever experienced. The visible hazards of undertaking operations are far more numerous than they were a year ago. In spite of all manufactured and all genuine optimism, he faces the fact that hardwood values are still declining. He sees no buying in sight that will shore up a tottering market.

On the other hand, he is not a little puzzled as to whether the "bad signs" that he sees everywhere are signs of the times that have past, or the times that are to come. Last year signs went by contraries. Is that the case this year?

In order to answer this question for manufacturers of turned and shaped wood products, a questionnaire was recently sent out, containing numerous questions on this one phase of production, and sent to all sections of the Hardwood Belt. As this group is one of the largest buyers of hardwoods, it is possible that the returns of this questionnaire are of general interest. Each reader will naturally put his own interpretation on the returns.

Boiled down to a single question, the direct inquiry was made as to how much heldover stock each firm had on hand, and how long this stock would last at the current rate of production. The firms reporting were located in hardwood centers from Maine to Texas, and were divided into several local groups.

1. The Situation as a Whole.

The average amount of stocks on hand for the entire group is sufficient to last for SEVENTEEN months, at the present rate of production. This does not mean that these groups will be entirely out of the market for that period. But the only buying that can be reliably anticipated will be small lots to replace shortage in certain lines of stock regularly carried.

2. Analysis by Groups.

New England Group: Stocks in hand for 23.5 months.

New York, Pennsylvania and Virginia: Stocks in hand to last 16 months.

Ontario and Quebec: Stocks in hand to last for 16 months.

Missouri, Mississippi, Tennessee and Arkansas: Stocks in hand to last 12 months.

Indiana, Illinois, Iowa, Michigan and Ohio: Stocks in hand to last 11.8 months.

3. Comment.

It will be noted that the largest stocks are to be found in New England. A further analysis of this group shows that these excessive stocks are largely in the hands of concerns who manufacture their own stock from the stump.

For the past five months, the volume of business actually shipped by the wood shaping and turning industries has hovered around 25 percent of normal. This normal is not measured by dollars, but by volume of output, which naturally reflects the amount of lumber consumed. Practically all this output has been sold for much less than cost to produce. Existing conditions do not offer hope for early betterment of this situation.

4. Why This Group Is Out of the Market

Lumbermen will draw their own conclusions from the above facts. No group of industries can go into the market under such conditions, no matter what price inducements are offered. A steady losing market for output, and at least a year's supply of lumber, on the average, are practically unsurmountable barriers for the most enticing bargains to hurdle. There come to the writer's desk long lists of bargains in clear dimension stock at unbelievable prices. No doubt the firms offering this stock to an industrial group long committed to standardization wonder why their offerings go begging. We hope that lumbermen understand after reading this statement. I have before me an offer of clear squares, national inspection, at less than half of the cost to pro-

duce. This offer comes from a reliable and nationally known company. If it is proper to express an opinion on this tender, it would be moderate to say that it is demoralizing to the whole lumber industry of which the wood fabricating industry is no unimportant part. There can be no argument on the statement that there will be no stable reconstruction of the market for lumber, especially hardwoods, which wood fabricating industries normally supply, so long as lumbermen continue their present frantic efforts to unload.

It seems to the writer that a sound optimistic view may well be taken from a careful study of the data just submitted. There can be no question that we have experienced a slight but distinctly favorable turn in the industries referred to in this article, during the

last six weeks. Taking the Middle West groups as a basis, an increase from 25 percent of normal production to 40 percent will put this powerful buying group in the market by April next at the latest. When they are able to buy, sellers will find them quite as apt to recognize a bargain as they were "before the war."

The continued frantic efforts of hardwood lumbermen to unload stocks of dimension and other lumber at unheard of low prices is prolonging the demoralized state of the market. There can be no hope of a return of stabilization to the market as long as these frantic efforts to unload are continued. In fact, says W. A. Babbitt, general secretary of the National Association of Wood Turners, the group of industries he represents is in such shape as to be indifferent to the most extravagant bargains, and "give-away" quotations to them will do no good.—The Editor.

National Lumber Manufacturers' Association Holds Standardization Conference in Chicago

Lumber manufacturers, distributors and consumers will hold a standardization conference at the Congress Hotel in Chicago on October 18, it was announced here by the National Lumber Manufacturers' Association.

According to the association, it is not renewing the lumber size investigation upon which it made a report in September, 1920, but is arranging the meeting to afford each association of manufacturers, distributors, architects, engineers, contractors and lumber consumers to participate in whatever action may be undertaken along this line by the United States Forest Service.

The Forest Service has announced its intention to engage in a lumber standardization investigation for the purpose of promoting the standardization of sizes, patterns and grades.

Snapshots of a Philippine Lumber Operation



Cutting Mahogany Tree From Bamboo Scaffold

To the minds of persons bred in temperate or cold climates things tropical always suggest romance and mystery, the thrill of contact with savage and elemental forces, with passions less restrained and more fierce than those of the colder latitudes. Even an industrial



General View of Insular Lumber Co. Mill and Native Town, Fabrica, Negros, Philippine Islands

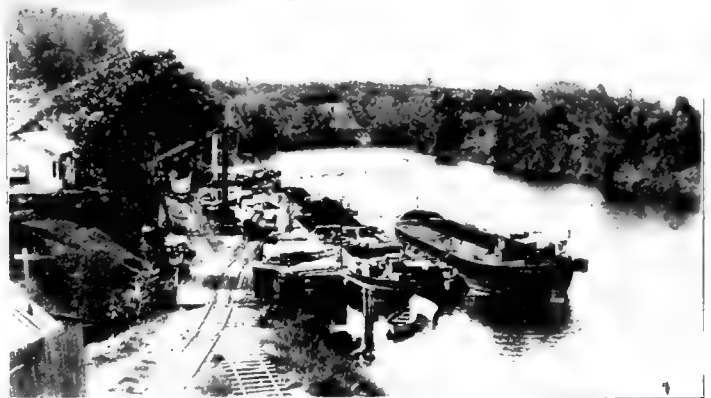
undertaking in the tropics seems to those not of the tropics less prosaic than similar undertakings in their native regions. To cite a specific case, this suggestion of tropical romance hangs thickly about five photographs showing various details of the operations of the Insular Lumber Company in the Philippine Islands.

These photographs were brought back from the Philippines by A. E. Edgcomb of Philadelphia, Pa., general sales manager of the Insular Lumber Company, who recently completed an eight months'



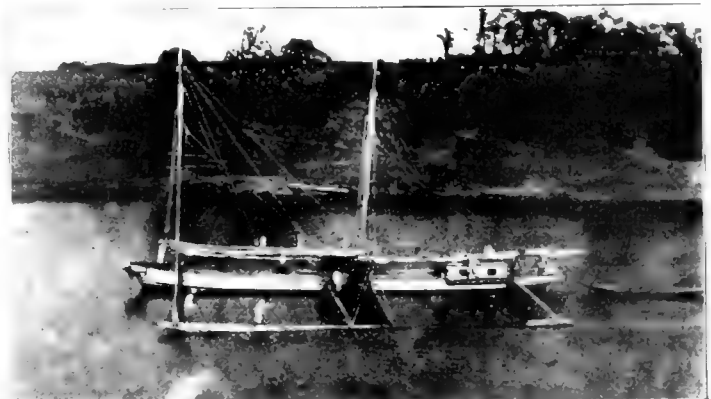
Large Tree Mentioned in Article, 11 Feet in Diameter, 24 Feet Up From Ground

tour of the Orient, during which he visited his company's operations on Negros Island, three hundred miles south of Manila. The company's mill site is called Fabrica and there is operated the most modern sawmill in the Islands. This mill contains four band saws and is capable of producing three million feet of lumber per month. Adjacent to the saw mill the company has three large open sheds under which is dried lumber for export.



Loading Barges at Dock, Fabrica

The company uses ten skidders to bring the logs to the railroad and load them on the cars. They have five locomotives which draw the log trains to the mill. The timber which the company is cutting is very large and one log often fills a car. When Mr. Edgcomb arrived at Fabrica after the trip down from Manila on the



Native Prow Being Poled Down Stream With Cargo of Lumber

company's steamer "W. P. Clark," the loggers had just brought down a tree which measured eleven feet in diameter twenty-four feet up from the ground. The great buttresses which support the towering immensity of the many such trees on the company's operation and sustain them against the fury of tropical hurricanes, compel the loggers to cut the trees very high up, necessitating, in such cases, the building of a scaffold, upon which the axmen and sawyers may stand to do their work. These men chop and saw into the mammoth trees until they begin to crack, then they quickly wedge them and leap to the ground to get away before the crash comes. The majority of these great trees measure 100 to 125 feet in height up to the limbs. One of the photographs presented indicates the great circumference of the buttresses of such trees and another shows the method of cutting from a tall scaffold.

About 65 per cent of the Insular Lumber Company's cut is Philippine mahogany and the remainder other hardwoods which are marketed locally. Mr. Edgecomb states that the company's concession has been cruised, showing that it contains sufficient timber to operate the mill at Fabrica for nearly 100 years.

The Insular Lumber Company maintains its own fleet, consisting of eight steel barges, holding from 225,000 feet to 275,000 feet of lumber each, and one wooden barge. The "Clark" is the largest tug in the Islands and will take two or three barges to Manila, making the round trip in about five days.

The local sales at the mill amount to about 500,000 feet per month. A great deal of this is taken from the mill on native prows, carrying from 1,000 to 12,000 feet each. "There are from ten to thirty Filipinos on a prow," Mr. Edgecomb said, "and at least half a dozen game cocks to try out against the local champions encountered on the cruise."

The company employs about 1,000 men in the timber and at the mill. The mill site, Fabrica, is a very pretty town, with comfortable bungalows for the Americans, separated from the native village. The company maintains an ice plant and cold storage, distilled water ice cold and electric lights, all of which make living at Fabrica very comfortable.

The company ships large quantities of lumber to China and Australia as well as the United States, and has been able to run full time with a good many unfilled orders on the books.

In January, however, when Mr. Edgecomb and his party reached Manila they found as strong evidences of depression as they had just left in the United States. Most of the sawmills were either closing down or curtailing their production.

Besides the lumber and other industries on Negros Island there are seventeen sugar "Centrals" costing from \$500,000 to \$4,500,000 each, Mr. Edgecomb said. His party visited several of these sugar mills. Each of them has from twenty to ninety miles of railroad, and most of them have been built within two years. The manager

of one of the mills, who was from Honolulu, said he did not think it would be long before Negros Island alone would be producing more sugar than all the Hawaiian Islands.

"This is a very interesting country to travel through," Mr. Edgecomb stated. "There are a great many rivers, which are either crossed on bamboo floating bridges or on ferries built of two dug-out canoes pulled across by means of a rattan rope. The sugar industry in the Islands is in its infancy, as only a small portion of the good sugar land is now under cultivation. With a stable government this and all other industries will develop very fast.

"The independence question has been discussed so much that I will not attempt to comment on it. I might say that I did not find a Filipino who wanted independence, once I got his candid opinion, unless he was a politician."

On his tour Mr. Edgecomb was accompanied by Mrs. Edgecomb and their son, Ervin; W. P. Clark, president of the company, and Mrs. Clark; J. Sloat Fassett, a large stockholder and director; his brother, James A. Edgecomb, and the latter's daughter.

After visiting the company's operations the party returned to Manila and on May 17 sailed for Hong Kong. After a week's stay there they went on to Shanghai, spent several days there and made a railroad journey to Tientsin and Peking. They discovered that all the large cities in China are very progressive, having wide streets and large office and bank buildings. They were accorded the greatest courtesy at every stage of their journey in China, the Chinese having a special liking for Americans.

From Peking the party went to Korea, stopping two days in Seoul, the picturesque capital. They found the Koreans most interesting and entirely different from the other Oriental peoples. "The Japanese have done a great deal for the advancement of the country," Mr. Edgecomb said.

Leaving Korea the party crossed to Japan and took a train to Yokohama. While in Japan Mr. Edgecomb took particular pains to observe, as he had done in Korea, the progress of the Japanese in reforestation. He found that every hill, little or big, was covered with small trees set out in rows, properly spaced. "They seem to be giving this more attention than we are in America," he said.

"We not only had a very interesting trip through these countries," Mr. Edgecomb said, "but I sold several million feet of lumber and established connections which will give us an ever-increasing market. This market is very different from any other that I know of. While most of the lumber is used in inch, the Orientals order 90 per cent of it two inches and thicker, a great deal being in large squares. These are taken to the building under construction and sawn by hand to the required dimensions. I asked one Chinaman why they didn't buy more inch lumber. His reply was that their people had to have work."

Grand Rapids Is on "Hawk" Hunt

By Grand Rapids Correspondent

Grand Rapids manufacturers have devised a method by which they hope to stop the activities of George S. Hawke, the Cincinnati attorney, and whoever is behind him in his propaganda against the misrepresentation of woods in furniture. Already many a lumber salesman has felt the spotlight turned upon him in such manner that he will undoubtedly advise his house that this is a good time to use whatever influence the concern may have to "call off the dogs." Manufacturers cannot but feel that somebody interested in mahogany and walnut lumber is behind the movement in which Mr. Hawke is the only one to come into the open. In consequence whenever a lumber salesman calls upon a Grand Rapids furniture manufacturer he is promptly asked: "Is your concern in any way connected with the campaign of propaganda carried on by Mr.

Hawke? If it is, we want none of your lumber. If you can give me positive assurance that you are not, then we'll talk business."

This line of talk has been handed out to every lumber salesman who calls on the Grand Rapids trade, and, as a result, the salesmen are very busy securing positive assurance from the head of the concern that that particular company is not only not associated with Mr. Hawke, but does not approve his methods. One salesman with a handsome order in sight was forced to wait until he could secure such assurance before the order was signed. He got the assurance and the order with it, but furniture manufacturers are not disposed to give any aid or comfort to the campaign now on.

(Continued on page 22)

News from the National Capital

Suggestions from the Lumber Trade

Mr. Axel H. Oxholm, Chief of the Lumber Division, has just returned from an extensive trip through the Northeastern States, where a series of conferences were held with the local lumbermen and lumber exporters. Meetings were arranged in the following cities: New York, N. Y.; Buffalo, N. Y.; North Tonawanda, N. Y.; Boston, Mass.; Portland, Me., and Bangor, Me. After having briefly explained the organization of the Lumber Division, and the service this division is prepared to render the lumber industry, the lumbermen were asked to offer suggestions for the planning of the work of the division so as to enable the Department of Commerce to work along practical lines.

It appeared that the lumbermen desired the Department to continue the work of investigating foreign sources of supply and markets, and declared themselves satisfied with the work already done along these lines in previous years. Furthermore, they suggested that the information already published should be kept up to date by additional statistical information from time to time.

Suggestions as to Trade-Marking and Uniform Grading Rules

A great many exporters desired to have the Lumber Division prepare a report on the trade marking practices abroad in connection with lumber and also to make a tentative proposal regarding a uniform trade-marking system for American lumber for export, preferably to be taken up through various export associations.

Various other questions, such as an efficient arbitration service abroad to settle claims and the bringing about of more uniform grading rules for exports, were also brought up, and it was requested that the department should use its influence with the lumber exporters to have them come together in regard to these matters and adjust them satisfactorily.

Literature and Conversion Tables

Exporters having had experience abroad were anxious to have the Lumber Division prepare some literature outlining the properties and uses of our principal species of lumber for export. Such reports, to be published in the form of pamphlets, should contain such information as might be useful for importers and consumers abroad; in other words, they should be written for the foreign customers. If such pamphlets could be translated into one or various foreign languages the material would be more valuable. By having the Government publish these pamphlets a greater importance would be given this material and it would not be treated as ordinary advertising matter.

In connection with these activities it was also urged that the department publish in some form its tables showing the conversion of European standard of measurements to American standard and vice versa. This would greatly assist the American exporters and their foreign customers in their dealings. It was suggested that a blank space be left for the exporters to have printed their names and addresses so that they could inclose these tables with their sales letters or send the tables to their customers for New Year, together with calendars and other advertising matters.

Nomenclature Suggested

It was also suggested that the Lumber Division should, in co-operation with other Government bureaus and trade associations, bring about a more uniform nomenclature, covering various species of lumber both for domestic and foreign trade. The present system is often very confusing. This work should be undertaken in connection with the trade-marking of lumber by indicating the species of wood at the same time. It is also urged that the department assist the lumber exporters in having certain practices corrected

regarding the careless handling of American lumber in some foreign ports when being unloaded from the vessel. A great deal of damage is inflicted upon the American exporters every year in this way.

New England Lumbermen Handicapped

It was very apparent that the lumbermen in New England States were handicapped because they are not as well organized as the lumbermen in other parts of the country. It is evident that if the Lumber Division is able to carry out its plans to be of the best possible service to the lumber industry, a great deal will depend upon a close coöperation with the local associations in each district. Otherwise it will be practically impossible to reach but a limited number of operators and exporters. This question was discussed and there seemed to be some interest among the lumbermen to do something along these lines.

Hardwoods Have Been Neglected in Maine

A peculiar condition exists in the State of Maine. While the stands of spruce and the pine have been exploited very extensively in the past, leaving at the present time only small quantities available for export, the hardwoods have been partly neglected. There are excellent stands of maple, birch, poplar, and other species for which the local lumbermen have not found a good market. There do not seem to be any important industries in that State using hardwoods as raw material. It is firmly believed by local experts that the hardwood industry would be a profitable activity and the department's assistance was requested in enabling the Maine lumbermen to have the hardwood stands opened for exploitation. This could be done if a profitable market could be found for them abroad or in the United States.

Mr. Oxholm will remain in Washington a short time and will then proceed, on September 17, on a similar tour to the Pacific coast. This trip is expected to last about 30 days. Later this fall a trip will be taken through the Middle West, the Mississippi Valley, the Gulf and South Atlantic States. The itinerary will be announced later.

* * * * *

A sweeping world-wide survey of the commercial laws of foreign countries, on a scale greater than ever has been attempted by a government, will be launched shortly by the new Division of Commercial Laws, of the Bureau of Foreign and Domestic Commerce.

A series of carefully prepared questionnaires will form the basis of the survey. These will be sent to legal authorities throughout the world selected by representatives of the Bureau of Foreign and Domestic Commerce, and through the coöperation of representatives of the Department of State in the foreign countries.

When the raw material is received in the Bureau of Foreign and Domestic Commerce, it will be edited, carefully, and, with the assistance of learned counsel, prepared in the form of special booklets as follows:

- (1) "Doing Business Under Foreign Laws," with full particulars as to the operations of foreign branches of American firms, organizing companies under foreign charters, taxation, etc.
- (2) "Agency Laws of the World," with proper forms for powers of attorney.
- (3) "Bankruptcy Laws of the World."
- (4) "Negotiable Instruments Throughout the World."
- (5) "Sales Contracts and Foreign Laws."
- (6) "Commercial Disputes Before Foreign Courts."

The aim of the investigation is to place at the disposal of the American business man and his counsel full information on the principles of foreign commercial laws.

*Taken from weekly "Commerce Reports," U. S. Department of Commerce, under date of September 19.

Memphis Market Improves Tone

The Memphis hardwood market is showing a better tone and the outlook is considered much brighter by members of the trade. This view is based primarily on the fact that export business is expanding at a very gratifying rate and on the additional fact that inquiries from domestic sources are on a much broader scale.

The American Overseas Forwarding Company reports having booked 50 cars of lumber for export in a single day last week, while its bookings for the entire week in the southern field amounted to 2,000,000 feet or more. Its bookings for the week preceding amounted to 1,000,000 feet, with the result that the gain of the former over the latter amounted to 100 per cent. This is the most remarkable gain shown for any single week for more than three years, and is accepted as indicating that foreign consumers are displaying far more interest in southern hardwoods. Some of the older exporters here are fighting shy of foreign business because of credit extensions desired, and because of prices offered, but it is apparent that southern manufacturers are, in a number of instances, taking advantage of foreign outlets for some of their holdings. The Southern Hardwood Traffic Association announces that important reductions in ocean rates to United Kingdom ports have occurred during the past few days, and that these have stimulated overseas business. The American Overseas Forwarding Company reports that southern hardwoods are being distributed in practically all the leading European countries.

It is quite apparent that domestic consumers of hardwood lumber are delaying purchases in volume pending the outcome of the efforts now being made by the Southern Hardwood Traffic Association to secure substantial reductions in rates on hardwood lumber and forest products. As a general rule, they are buying from hand-to-mouth, but salesmen from Memphis and the Memphis territory who have recently returned from consuming centers are unanimous in the verdict that stocks are very much depleted and that there must be a decided slowing down in activity at consuming plants or a marked increase in the quantity of lumber bought within the next few weeks, whether rates are lowered or not. Already furniture manufacturers are beginning to place orders on a somewhat larger scale and at somewhat better prices, while box manufacturers are taking more low grade lumber than for a very long while. Building trade interests, too, are buying in a somewhat larger way, and, under the leadership of manufacturers of flooring, are consuming considerable quantities of plain oak, gum and other southern hardwoods. Inquiries are reported as broadening, and some members of the trade say there has been more activity during the past ten days than during any similar period since the depression of last year manifested itself.

In the meantime, there has been practically no increase in manufacturing or logging operations. J. W. Dickson, president of the Valley Log Loading Company, is authority for the following highly significant statement:

"We are operating one log loading machine on the Yazoo &

Mississippi Valley lines of the Illinois Central as compared with four under normal conditions. We are operating this machine only about 40 per cent of the time. We are loading only 200 cars of logs per month, compared with normal loading at this time of about 2,000 cars per month, and practically no new logs are coming out for loading."

This firm loads a very large percentage of the logs handled by mills located on lines of the railway in question, and it is quite clear, from the extent of log movement and from the failure of logs to come out more freely for loading, that manufacturing operations in the valley territory cannot be other than extremely small. The best authorities here place current production at approximately 20 to 25 per cent of normal, with logging operations, which must be the measure of manufacturing for the next few months, almost at a complete standstill.

Manufacturers here and elsewhere in this territory who are keeping their plants idle and who are leaving their trees standing in the woods are taking this course because they insist that there is no profit in converting their timber into lumber under present cost of transportation of logs to their mills and of lumber to consuming destinations. S. M. Niekey, president of the Southern Hardwood Traffic Association and an official of the Green River Lumber Company and Niekey Brothers, Inc., takes his stand on the following high ground:

"We are not going to start up any of our machinery or put any crews in the woods until rates on logs to the mills have been substantially lowered and those on lumber moving to consuming destinations have received similar treatment, whether this lowering of rates takes place within the next few days or whether it is delayed for a period of ten years, for the reason that there is not the slightest chance of making a profit under present transportation costs."

Other members of the trade, judging from their actions, take a similar view of the situation. The time of year is at hand when reserve log supplies for the winter and spring months should be in process of preparation, but scarcely a move is being made in that direction by the vast majority of the trade, and the view is steadily gaining ground that consuming interests who have had everything their way during the past few months in the matter of prices may find themselves in the not-distant future seeking lumber which does not exist. Stocks are admittedly large, so far as the lower grades are concerned, but it is emphasized that holdings of No. 1 common and better are already very much broken and that little is being accomplished in the direction of replenishment. It is further emphasized that present stocks of the grades in question are only relatively large at best, and that they would quickly disappear with the development of anything like normal demand, such as indicated by those who have visited consuming centers and who have seen how great the activity of plants is as compared with the stocks of lumber on hand for their needs.

(Continued from page 20)

Now this is not because they disapprove the announced purpose of the campaign. If a dealer is actually selling furniture under misrepresentation—and it is known that some do so—the manufacturers are anxious, indeed, that somebody should bring that dealer to time. His action hurts the entire furniture industry. One big manufacturer of cheap furniture, nationally advertised and well known, has always adopted the policy that any time he catches a dealer misrepresenting his goods or charging an unwarranted price for it he will never sell that dealer another penny's worth.

That is the general custom among furniture manufacturers of repute, but the campaign which Mr. Hawke has launched is looked upon as an ill-advised campaign which hurts the entire industry by raising in the minds of the consumers the suspicion that they are getting plated ware when they believe they are buying sterling. But it so happens in the furniture industry that "plated" and "veneered" are synonymous, but that the "plated" furniture is better in appearance and stronger and more expensive in some instances than the sterling, so that to create the suspicion that

veneered goods is inferior, "imitation" goods is harmful to the entire industry and is considered highly ill-advised.

Moreover, if the campaign is backed by somebody with the purpose only of driving competing woods out of the market or of forcing the use of solid woods, the manufacturers do not propose to be a party to the game at all. Therefore the Grand Rapids manufacturers are forcing salesmen to give positive assurance that it is not their particular concern which is backing Mr. Hawke.

Commission Disclaims Hawke

The following letter from Willard Winslow, a director of the Insular Lumber Company, tells of the Federal Trade Commission's disclaimer of connection with Mr. Hawke:

Referring again to the predatory "Hawke" and the Furniture "Chickens" and your very excellent article in the September 10 issue, will you be good enough to state to all concerned that inquiry made by our attorney at the Washington fountain head of the Federal Trade Commission elicited the information that Mr. Hawke is not authorized to use the name of the Federal Trade Commission in any way, and *has promised them* to desist

and to send out letters to parties circularized previously, a humbug stating?

We agree (as all manufacturers do) that woods should be sold under their true names, as well as their products, *but* even if and when the law is changed, as regards the consumer, retailers should not be covertly threatened by some anonymous and shadowy body.

The United States Supreme Court has decided, in the case of the Federal Trade Commission vs. Winsted Hosiery Co., in a lengthy opinion, that unless fraud or misrepresentation was shown or "unfair competition between manufacturers and dealers," the Court had no jurisdiction "within the scope of the existing law." (See Winsted Cotton Mills case in Federal Reporter Advance Sheets, Second Circuit.)

There is, as you state, a bill in Congress to "extend the authority of the Federal Trade Commission respecting brands and labels, as the same affect the consumer."

It seems to us that Mr. Hawke's efforts should be directed to the passing of this act and not to scaring dealers by vague threats. When everybody is on the same basis, then there will be no complaint.

As to E. Scoggin, of New Orleans, he seems to have got in a little over his depth, and his zeal has led him into several glaring misstatements, but perhaps it is not worth while to waste ammunition on so small a bird!

Pertinent Information

August Building Permits Exceed July 26 Per Cent

August building statistics reported to The American Contractor from 197 cities of the United States confirm other evidences that construction activity is strengthening. The number of building permits issued in these cities during August is 51,525 as against 45,227 permits issued in 201 cities during July. The valuation of the August permits is \$160,028,895, and of the July permits is \$163,104,856. Considering the number of cities making returns for each month respectively, the average valuation of permits for cities is somewhat larger for August, being \$812,329, whereas the average valuation per city for July is \$811,466.

While the valuation per city is greater for August the average valuation per permit is smaller than for July. This may be accounted for by the predominance of residential construction, which may conservatively be said to comprise more than one-third of all construction activity at the present time. There is, however, another factor which accounts for the smaller average size of permits during August, namely, the apparent shifting of the greatest activity from the larger cities, which considered alone show a drop rather than an increase from July activity.

THIRTY CITIES AVERAGING OVER MILLION PER MONTH OR EXCEEDING MILLION IN AUGUST

City	Seven months' valuation	July valuation	August valuation
New York City (five boroughs)...	\$230,381,238	\$ 52,799,752	\$ 42,522,019
Chicago	66,460,500	14,004,650	12,851,910
Los Angeles	39,757,840	5,455,363	7,015,861
Detroit	36,179,255	8,143,358	4,966,895
Cleveland	29,631,013	2,739,763	2,761,815
Baltimore	24,569,060	1,937,200	1,566,400
San Francisco	12,276,738	1,000,240	*1,000,000
Boston	13,202,065	1,864,322	1,582,411
Philadelphia	20,992,345	3,824,565	3,644,260
Milwaukee	13,703,809	2,016,123	1,142,566
Indianapolis	10,959,025	1,401,115	1,235,260
Cincinnati	10,140,665	1,467,345	1,269,805
Dallas	8,833,335	1,289,029	645,191
Washington	11,081,653	1,271,020	3,308,485
Kansas City	7,128,225	926,300	2,137,950
Minneapolis	12,354,855	1,788,565	2,781,490
Newark	11,185,928	1,854,024	1,637,346
Oakland	7,930,115	1,162,628	1,852,609
Pittsburgh	8,631,734	1,468,964	3,386,872
Buffalo	7,961,400	1,484,000	1,663,000
Atlanta	7,373,804	1,948,322	634,323
Seattle	8,328,815	2,217,270	1,340,430
St. Louis	7,504,909	1,118,215	1,307,206
St. Paul	8,758,906	1,540,536	1,395,571
Omaha	4,838,104	1,497,930	1,044,975
Jersey City	6,826,694	1,379,122	1,637,346
Memphis	4,376,255	1,101,918	1,010,926
New Haven	2,871,478	344,311	1,575,170
Wichita, Kan.	3,490,447	648,650	1,506,398
Johnstown, Pa.	3,568,000	780,000	1,670,000

Totals.... \$641,298,211 \$120,475,200 \$113,094,490

* No returns available -estimated \$1,000,000 for August, 1921.

Clubs and Associations

New Supreme Nine of Hoo-Hoo

The highly successful thirteenth annual convention of Hoo-Hoo, held in Fresno, Cal., closed on the evening of September 10 with the election of the following to the Supreme Nine: Snark of the Universe, Major Everett G. Griggs, Tacoma, Wash.; senior Hoo-Hoo, Mark M. Elledge, Corinth, Miss.; Junior Hoo-Hoo, D. S. Montgomery, Milwaukee, Wis.; bojum, W. S. Dickinson, Kansas City; scrivener, H. J. West, Atlanta, Ga.; jabberwock, Jas. G. Simpson, Lake Charles, La.; custocation, Ralph Angels, New York City; arcanoper, C. D. Le Master, Fresno; gurdon, W. E. McClung, Colorado Springs; chaplain of the order of Hoo-Hoo, Parson Peter A. Simpkin, Salt Lake City.

Under the new plan for the selection of State-Vicegerents, which was adopted at the suggestion of Secretary Isherwood, the following were elected:

Alabama—W. L. Sheperd, Montgomery.

Arkansas—G. E. Mattison, Malvern.

Illinois—W. F. Baker, Chicago.

Indiana—O. L. Haskett, Indianapolis.

Kansas—Frank Hodges, Olathe.

Kentucky—W. K. Hall, Fulton.

Michigan—Fred McCall, Detroit.

Nebraska—Martin Engelman, Omaha.

Ohio—W. L. Whitacre, Columbus.

Oklahoma—B. E. Ford, Ponca City.

Oregon—H. E. Officer, Portland.

Under the new plan for the selection of State Vicegerents, which was

South Carolina—C. C. Campbell, Columbia.

Tennessee—L. E. Glass, Memphis.

Utah—William Service, Salt Lake City.

Associated Wood Users Meet September 26

The annual meeting of the Association of Wood Using Industries will be held in Chicago on September 26 at the office of Wm. B. Baker, the secretary, 531 Monadnock building.

Evansville Club Holds Night Session

The first fall meeting of the Evansville Lumbermen's Club was held at the New Vendome Hotel on Tuesday night, September 13, and was largely attended. J. C. Greer, head of the J. C. Greer Lumber Company, and president of the club, presided. William S. Partington, the secretary and treasurer, reported that the storage in transit privileges that the club had long been fighting for had at last been granted. This will prove of great advantage to the lumber manufacturers of the tri-state section, it was pointed out. Charles Maley, who for several years was associated with the Henry Maley Lumber Company, Evansville, but who for the past several years has been engaged in the hardwood lumber business at Jackson, Miss., was a visitor. He said that trade conditions in the south had been growing steadily better and he expected to see a nice fall and winter trade. The next meeting of the club will be held at the New Vendome Hotel on Tuesday night, October 11. Charles A. Wolfelin, head of the Wolfelin West Side Lumber Company, who is the chairman of the membership committee, is trying to line up a few new members before the next meeting of the club.

Baltimore Exchange Meets

The quarterly meeting of the Baltimore Lumber Exchange was held last Monday evening at the Merchants' Club, having been postponed two weeks beyond the usual time because of the intervening of two holidays—Labor Day and Old Defenders' Day, the latter celebrated in commemoration of the Battle of North Point. There was a fair gathering of the members, but little business came up for consideration and action, most of the details having been disposed of at the monthly session of the Managing Committee in the afternoon. W. Hunter Edwards, of B. W. Edwards & Sons, the president, occupied the chair, and an excellent luncheon followed the business session.

Plan for Co-operation with Hoover Nearly Mature

Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, and one of the foremost business experts and economists of the United States, has about completed the general plan under which this association will become a recognized working factor in the newly established policy of the Department of Commerce which looks toward a strong coalition between the government and the business interests of America. Since lumber is second only to agriculture in industrial importance it is manifestly logical that lumber should lead in blazing the trail back to national prosperity. It is pointed out that lumber is in a particularly favorable position to cooperate with Secretary Hoover inasmuch as lumber of all basic industries has deflated most thoroughly and is now upon approximately the same basis of cost and prices as in 1913. The slightly higher prices of lumber at the present time over the 1913 period are entirely accounted for by those elements of manufacturing cost over which the lumber producers have no control, namely, such elements as higher cost of materials, higher taxes, higher freight rates and wages that, while much reduced, are still above the pre-war level. But the lumber industry has liquidated to a point where it can go to the government with clean hands and help in the general restoration of industrial normalcy.

Secretary Hoover has pointed out that the United States is in the midst of a great industrial depression and that the resistance of a few groups of manufacturers or dealers to lowering prices to the general level; the resistance of a few groups of workers to accommodation of their wage to the decreasing cost of living, and the necessity of a better day's work; the refusal of some people to curtail their extravagance—all justly contribute to our undoing. More than six months ago the lumber industry recognized the economic truths so forcibly presented by Mr. Hoover, and during the intervening period lumber manufacturers have been engaged in a vigorous readjustment that led to rapid reduction in lumber prices. So severe was this readjustment that now the lumber manufacturers of the United States find that in their eagerness to liquidate their business to its foundations they have actually reduced prices at their mills below the cost of production and as a consequence more than half of the sawmills of the country are either closed entirely or are working half time merely to keep their organizations intact. All of these facts have developed in numerous conferences between Dr. Compton and officials of the Department of Commerce, and as a result lumber statistics gathered by the National Lumber Manufacturers' Association under authority and direction of the Department of Commerce, will be compiled and distributed through federal agencies and the association itself to the whole United States. This plan of laying all the cards upon the table is not only in accordance with Mr. Hoover's policy and the prerequisite to government cooperation with business, but it is something that the lumbermen themselves have sought for years. They are enthusiastic in their desire to cooperate with the government, for in so doing they will thereby purge themselves completely of the undeserved calumny and slanderous propaganda that has been directed against the lumber industry by those who either ignorantly or maliciously impugned every act and purpose of the American lumbermen.

S. H. T. A. Confident of Securing Reductions

The Southern Hardwood Traffic Association, in its latest statement to its members, has the following to say regarding the rate case now pending before the interstate commerce commission through which it is seeking a return to the basis of rates on hardwood lumber and forest products in effect prior to August 26, 1920:

"We are making very rapid progress in the compilation of our exhibits and testimony to be offered the commission in support of our contention for rates in effect last August. We feel very confident as to our ability to obtain substantial reduction in rates."

Cecil A. New, assistant secretary of the association, will be in Chicago September 21 for an important conference with officials of the trans-continental carriers regarding a reduction from \$1.06½ per hundred weight to 73 cents per hundred on hardwood lumber and forest products moving from Memphis and from Louisiana and Arkansas points to Pacific Coast destinations, with the usual differentials from other groups. This gentleman held a conference with the same officials last week in Chicago and will return to finish the matter. J. H. Townshend, secretary-manager, is authority for the statement that the bulk of the movement of hardwood lumber from Mississippi Valley territory to Pacific coast destinations is via the Panama canal because of the cheapness of rail and water rates as compared with all-rail rates. He believes that this movement, which is decidedly against the trans-continental lines, will influence them in making substantial reductions and he confidently looks forward to a material

lowering of the rates to destinations in question. The association has been working on lower rates on the part of trans continental carriers since last March.

An Exceptionally Strong Program

Due to the exceptionally strong program which has been arranged for the annual convention of the National Implement & Vehicle Association and also to the unusual conditions confronting the industry it is expected that the twenty-eighth annual meeting of that organization will attract a record attendance.

The convention will be held in the Florentine Room, Congress Hotel, Chicago, October 12 to 14, inclusive. The opening session will be convened by President W. H. Stackhouse at 10 o'clock, Chicago (daylight saving) time, Wednesday, October 12, and the convention will be concluded with the annual banquet on Friday evening in the Gold Room.

The more vital problems facing business generally and the farm equipment industry particularly, such as cooperation between government and business; agriculture; labor; transportation, and finance will be treated by some of the best known authorities of the country, among them Herbert C. Hoover, Secretary of Commerce; Henry C. Wallace, Secretary of Agriculture; Wm. H. Barr, President of the National Founders' Association, widely known as a speaker on the open shop; Hon. W. P. C. Harding, Governor of the Federal Reserve Board, and General W. W. Atterbury, Vice President of the Pennsylvania Railroad.

Lumbermen Told Prosperity Is at Hand

Gilmer Winston, vice-president of the Union & Planters Bank & Trust Company, one of the largest financial institutions in the South, told members of the Lumbermen's Club of Memphis, at their first regular semi-monthly meeting of the fall season at the Hotel Gayoso Saturday afternoon, Sept. 17, that they were on the eve of an era of prosperity that would last for a number of months, and urged them that, if they had held on to their lumber this long, they continue to hold on to it a little while longer with the certainty that they would be the gainers by this process.

Mr. Winston was decidedly optimistic in his views regarding the business situation for the next few months, and he based his optimism on the following facts: (1) That the advance in the price of cotton ramifies, in its advantages, throughout the financial and industrial structure of the whole world; (2) that every indication points to easier money and more plentiful funds, with particular reference to increase of bond sales and the discontinuance of short term notes which were so popular when confidence in the outlook was less certain than now; and (3) that the movement of the stock market discloses a substantial advance in values, thus showing what Wall Street and other financial interests think of the situation for the next few months.

Speaking of the attitude of the banks toward owners of cotton, lumber and other commodities, Mr. Winston said:

"The banks do not want anybody to go out and sacrifice cotton, lumber or any other commodity. Banks are merchandising credit just as merchants are selling goods. They have no idea of forcing liquidation. Their policy is rather one of cooperation. Lumbermen who have held on during the depression of the past year should continue to hold a little while longer. If they have nerve for a little while, they will come out all right, because I am confident that we are approaching an era of much greater prosperity which will last for some months and which is not very far ahead."

J. H. Hines, president, referred briefly to developments in the yellow pine industry which advances and declines ahead of hardwoods. He stated that the yellow pine market shows a much stronger undertone and that manufacturers are well booked ahead. He also called attention to the fact that one member of the Lumbermen's Club who had made three sales of No. 1 common red gum during the past several weeks had received an advance of \$8 per thousand on the last as compared with the first. He voiced the hope that the prosperity of which Mr. Winston spoke would materialize between now and the first of the new year, and that it would eventuate in an advance of at least \$10 per thousand for log-run.

J. W. McClure of the Public Safety Committee of the Memphis Chamber of Commerce stated that lumber and planing mill interests in Memphis were expected to contribute \$4,000 to the support of this committee in its efforts to enforce the law in Memphis, and that plans for the collection of this amount would be completed within the next few days. His statement followed a brilliant address by Judge Julian Wilson on what the Chamber of Commerce is attempting to do, through the Public Safety Committee, to curb lawlessness.

Effort to secure passage of resolutions favoring legislation by Congress to insure payment of \$500,000,000 to the railroads in settlement of alleged claims growing out of government operation failed signally. W. H. Dick of the Tallahatchie Lumber Company and a member of the Traffic Committee, declared that, with the Southern Hardwood Traffic Association fighting present freight rates, on the ground that the railroads are getting entirely too much money, it was not consistent for the club, most of the members of which are identified with the association, to turn right around and ask Congress to provide more funds for the carriers. He stated, among other things, that the Illinois Central earned during the first six months of 1921 at the rate of 18 per cent for the year on its capital stock. He evidently voiced the sentiment of the entire membership because the resolution did not even come to a vote.

HOLLY RIDGE HARDWOODS

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THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

BAND MILLS
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ST. LANDRY, LA.
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**BRANCH SALES
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HOLLY RIDGE LUMBER CO.

INCORPORATED

MAIN OFFICE

LOUISVILLE, KENTUCKY

Cincinnati Club Notes Improvement

The first meeting of the fall season of the Cincinnati Lumbermen's Club, which was held at the Business Men's Club, was devoted to discussing conditions in the lumber industry. Wholesalers and manufacturers alike were unanimous in expressing their opinion that the lumber industry has seen its worst times and that business during the past six weeks has taken on an encouraging aspect.

Samuel Richey of the lumber firm of Richey, Halsted & Quick said that orders for hardwoods have increased about 5 per cent in the Cincinnati market during the past month. The three factors that make up the hardwood business—railroads, wood consuming industries and export trade—Mr. Richey said, were showing better activity than at any previous time this year, and this is a real indication that buying would start from these sources shortly. Another matter brought up at the meeting was that of the club joining in the Inter-association Arbitration Movement and a committee consisting of Dwight Hinckley, chairman; George Hand and Will Sterrett was appointed to represent the organization at the meetings of the Inter-association Arbitration Committee.

The following concerns were admitted to membership: The M. J. Byrns Lumber Company and the J. H. Burns Lumber Company of Mansfield, O., of which P. D. Bailey is the Cincinnati representative.

Export Revival Imminent Belgian Tells New Orleans

With a representative attendance of members from Texas, Louisiana and Mississippi—the three states comprising the organization—the South western Hardwood Manufacturers' Club held its regular monthly meeting at the Monteleone hotel, New Orleans, September 8.

Short talks were made by leading hardwood manufacturers of the Southwestern territory and the delegates devoted a couple of hours to general discussion of timely topics of importance facing the hardwood industry.

C. J. Coppock of the Cybur Lumber Company, Cybur, Miss., and president of the club, wielded his trusty gavel with characteristic force and vigor and A. C. Bowen of the Southern Hardwood Traffic Association and secretary of the club was on the job.

Among the speakers of the day were the following: F. H. Sanguinet, manager of sales of the Lyon Lumber Company, Garyville, La.; W. Brown Morgan, S. T. Alcus & Co., New Orleans; C. H. Sherrill, New Orleans, president of the Sherrill Hardwood Lumber Company, with a huge plant at Maryville, La., and also president of the Sherrill-Russell Hardwood Lumber Company, Paducah, Ky.; William Fischer, lumber importer of Antwerp, Belgium; George Schaad, Southern Hardwood Traffic, New Orleans, and R. E. O'Rourke of the American Overseas Forwarding Company, New Orleans.

The committee appointed at the previous meeting to draw up an indictment against the Adamson law with regard to its responsibility for present high freight rates and the discouraging plight of the carriers, did not make its report, due to an announcement by Secretary Bowen, who is also connected with the Southern Hardwood Traffic Association, that that body had already exploited that question before the federal authorities.

Production costs, it was revealed, approximate the \$27 mark per thousand feet. Amount of production does not exceed 25 per cent of normal and stocks on hand are much above normal, particularly in the lower grades, the lowest being 100 per cent in excess of normal.

Probably the two brightest spots of the meeting were the talks by Mr. O'Rourke and Mr. Fischer of Belgium, in which both speakers predicted improvement in the demand from abroad for Southern hardwoods.

Mr. Fischer said it was idle to expect a rapid increase in foreign buying until the rates of exchange are better, for the difference of today made it impossible for the man in Europe to buy except what he actually had to have. However, there was an apparent change for the better in Europe, which would bring with it a change in exchange rates and that he looked forward to a revival of export buying before long. There was a time when American logs were imported into Europe, but their use had been dropped because of the rates of exchange, but with a better situation in the rates there would be a revival of demand for American logs, he declared. It is now, he continued, a question with European buyers as to whether they shall buy exchange or American products.

"The consumers and dealers abroad have no stocks, as the carrying of stocks ahead is too much of a speculation," declared the Belgian. "France has lots of good oak and is manufacturing it. The continental buyers are also getting Slavonian oak, but, of course, they prefer that of the United States. There is some Japanese oak coming in and there is at least 5,000,000 feet of such at Antwerp now. It is good oak and well manufactured, some of it being better done up than the American oak. Unfortunately, Japan can furnish only short lengths. For another reason Japan can never be considered your competitor; namely, the limit of her supplies. She has not much to spare."

The Southwestern Hardwood Manufacturers' Club will hold its next meeting at the new home of the New Orleans Lumbermen's Club, Carondelet and Union streets, on Thursday, October 13.

New Orleans Club to Have "Hall of Fame"

The New Orleans Lumbermen's Club, comprising in its membership and officers a number of the leading hardwood men of the Crescent City territory, is now snugly housed in its splendid new home at Carondelet and Union streets and is establishing a "Hall of Fame." The hardwood branch

of the lumber industry promises to be well represented when the selections of the worthies of the past and present is completed.

W. Brown Morgan of S. T. Alcus & Co., New Orleans, is the hardwood manufacturer named by President Phil Lanier on the committee of three to make the selections, as provided for by special resolution of the club. Others on the committee are Walter C. Wright and Guy H. Mallam, Sr.

The committee proposes to admit to the roll of honor about thirty "men who were pioneers and men who are prominent" in the industry, hanging their likenesses in the club.

The following nine selections have been made up to date:

William Barnes, R. H. Keith, George Lock, Robert A. Long, John Henry Kirby, W. M. Cady, Charles S. Keith, W. H. Sullivan and John B. White.

Appalachian Loggers Meet in October

The sixth annual fall meeting of the Appalachian Logging Congress will be held in Knoxville, Tenn., October 18 to 20, inclusive, according to announcement recently made by T. Sunderland, secretary.

Mr. Sunderland reports that a strong program is being arranged for the meeting and a large attendance is expected. The date and place of the meeting was selected on August 26, when the members of the executive committee met at Norma, Tenn. The members of the committee who attended the meeting were F. G. Necross, president; C. L. Babcock, John Shea, George N. Delaney, L. D. Gasteiger, W. T. Latham and the secretary.

With the Trade

Abbott Joins Vangsness Lumber Company

The many friends of W. H. ("Bill") Abbott, former manager of the Chicago office of the Chas. Gill Lumber Company, will be interested to know that he resigned from the Gill company on September 10 and joined the Vangsness Lumber Company, the office of which is in the Marquette building, 140 South Dearborn street, Chicago. This company, which is headed by G. A. Vangsness will give substantial support to rather large clientele which Mr. Abbott had built up among the consuming industries in the Chicago territory. Mr. Abbott will continue to sell hardwoods in Chicago and the vicinity. He is a man of very wide experience in the hardwood industry, particularly in the northern end of it, though he has had a good share of work in the southern field. His experience began way back when he worked with his father for the Gibson interests at Greenwood, Wis.

Robinson Buys Retail Mill and Yard

Cliff A. Robinson, wholesale lumberman of Bolgerville, N. Y., has announced that he has bought out the Wm. Levitt mill and property on Main street, Dolgeville, for the purpose of conducting a retail service yard in connection with his wholesale business. Mr. Robinson has had fifteen years' retail experience beside his wholesale experience.

Memphians Organize Cedar Company

The Red Cedar Products Company, with headquarters at Memphis, has made application for a charter under the laws of Tennessee. The capital stock is \$10,000 and following are the principal incorporators: H. B. Weiss, Leroy Halyard, C. W. Brower, B. C. Fain and Harry M. Adams. All of these gentlemen reside in Memphis and Messrs. Weiss and Halyard are identified with George C. Brown & Co., of Memphis, who have specialized in red cedar products for a number of years. The new company proposes to install its own mill in Memphis for the manufacture of cedar lumber and products made therefrom, but for the present it will have its sawing done at custom mills.

New Dawkins Mill Is Operating

The Dawkins Lumber Company of Ashland, Ky., began the operation of its new mill on August 1 and the mill is now turning out its full daily quota of lumber. The mill is an eight-foot double band, the heaviest and best that Allis-Chalmers make. The entire equipment is the latest thing of its kind from the mill, power and electric light plant to the machine shop. The company maintains a hotel, commissary, club house and about forty dwellings on its mill site. It owns 40,000 acres of one of the best hardwood tracts in the country, situated in Breathitt and Knott counties. The saw mill is located at Royalton, Magoffin county, Ky., on Licking River. The company also owns the Big Sandy & Kentucky River railway, which operates twenty-five miles of standard gauge railroad, built to develop the above boundary, including the coal as well as timber. In addition to the railroad the lumber company has five miles of standard gauge logging railroad.

The Dawkins Lumber Company timber runs largely white oak, showing also poplar, chestnut, basswood, ash and the forest run of other hardwoods, all of an extra good quality. The officers of the company, which is incorporated, are: W. H. Dawkins, president; F. W. Fletcher, vice president; W. E. Berger, secretary; J. H. Fisher, treasurer.

E. SONDHEIMER COMPANY

MEMPHIS, TENNESSEE

Band mills at
BATON ROUGE, LA.; SONDHEIMER, LA.; TALLULAH, LA.

Office and Distributing Yard
MEMPHIS, TENN.

Manufacturers of Southern Hardwoods

Dry Stock, Ready for Shipment. Ask us for prices. We may be able to save you some money.
We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH
1" to 4" FAS 10 cars
1" to 8/4" No. 1 Com 10 cars
2" to 4" No. 2 C. & B 5 cars
1" to 3" No. 2 Com 5 cars

COTTONWOOD
1" FAS 5 cars
1" No. 1 Common 10 cars
1" No. 2 Common 10 cars
5/4" FAS 5 cars
5/4" No. 1 Common 5 cars
5/4" No. 2 Common 5 cars
6/4" No. 1 C. & B 15 cars

CYPRESS
1x4" No. 1 Common 3 cars
1x6" No. 2 Common 3 cars
2 cars each 1x8", 1x10" &
1x12" No. 1 Com.
6/4" Shop 2 cars
8/4" Shop 2 cars
8/4" Sel. & Btr 2 cars
10/4" Sel. & Btr 1 car
12/4" Sel. & Btr 1 car

QUARTERED TUPELO
1" No. 1 Com. & Btr 3 cars
PLAIN TUPELO
5/8" No. 1 Com. & Btr 3 cars
3/4" No. 1 Com. & Btr 3 cars
4/4" No. 2 Com. & Btr 10 cars
5/4" No. 2 Com. & Btr 10 cars
6/4" No. 2 Com. & Btr 5 cars

WILLOW
1" FAS 10 cars
1" No. 1 Common 10 cars
1" No. 2 Common 10 cars
5/4" No. 2 Com. & Btr 10 cars
6/4" No. 2 Com. & Btr 10 cars
8/4" No. 2 Com. & Btr 5 cars
1x13" to 17" Box Boards 2 cars

MAGNOLIA
1" No. 2 Common 1 car

BLACK GUM
1" Log Run 1 car

QUARTERED RED GUM
1" FAS 1 car

1" No. 1 Common 10 cars
5/4" FAS 1 car
5/4" No. 1 Common 2 cars
6/4-8/4" No. 1 C. & B 5 cars
10, 4-12/4" No. 1 C. & B 1 car

PLAIN RED GUM
5/8" No. 1 Com. & Btr 5 cars
3/4" No. 1 Com. & Btr 3 cars
4/4" FAS 1 car
4/4" No. 1 Common 2 cars
5/4" FAS 5 cars
5/4" No. 1 Common 5 cars

QUARTERED SAP GUM
5/4-6/4" FAS 2 cars
8/4" No. 1 Com. & Btr 3 cars
10 4-12/4" No. 1 C. & B 2 cars

PLAIN SAP GUM
5/8" No. 1 Com. & Btr 3 cars
3/4" No. 1 Com. & Btr 3 cars
4/4" FAS 5 cars
4/4" No. 1 Common 10 cars
4/4" No. 2 Common 7 cars
5/4" FAS 5 cars
5/4" No. 1 Common 2 cars
5/4" No. 2 Common 5 cars

QUARTERED RED OAK
4/4" No. 1 Common 3 cars
QUARTERED WHITE OAK
4/4" No. 1 Common 3 cars

PLAIN RED OAK
3/4" No. 1 Com. & Btr 5 cars
4/4" FAS 5 cars
4/4" No. 1 Common 10 cars
4/4" No. 2 Common 5 cars
5/4" FAS 3 cars
5/4" No. 1 Common 2 cars

PLAIN WHITE OAK
3/4" No. 1 Com. & Btr 5 cars
4/4" FAS 1 car

PECAN
6/4" Log Run 3 cars
1" Log Run 1 car
8/4" Log Run 5 cars

ELM
3/4" Crating 5 cars
6/4" Log Run 1 car
8/4" Log Run 5 cars
10/4" Log Run 1 car
12/4" Log Run 1 car

Tustin Will Wholesale Only

The Tustin Hardwood Lumber Company of this city has completed cutting its timber near its mill at Minter, Miss., and announces that it will, in future, devote all of its attention to the handling of hardwood lumber at wholesale. Its mill at Minter will be sold. In addition to its executive offices in Memphis, this firm maintains sales offices in Detroit. It had similar offices until recently at Cincinnati, O., but these have been closed.

Larson Loses Hardwood Stock

The Larson Lumber Company of Jeffries, Lincoln county, Wisconsin, sustained an estimated loss of more than \$175,000 by fire on September 6, which ravaged its hardwood yards and consumed nearly the entire stock, amounting to about 3,500,000 feet. The hemlock yard, containing 2,000,000 feet, was saved, and the sawmill, planing mill and other buildings of the Larson group, as well as buildings in the village of Jeffries, were saved after a hard fight through valuable assistance lent by the fire department of Rhinelander, Wis. The Larson company was incorporated in 1913 and is located at Jeffries, on a spur of the Chicago & Northwestern branch line between Harrison and Pratt Junction.

Stimson Buys Out Pelican Company

Announcement was made a few days ago that the Stimson Veneer & Lumber Company of Memphis, Tenn., has purchased the property of the Pelican Lumber Company at Mounds, La., six miles from Vicksburg, Miss. The complete plant, including 16,000 acres of exceptionally fine timber and timber land, is located in four townships. The mill deal includes a railroad, running directly from the mill at Mounds, the locomotives and thirty-five cars, a boarding house for white employees and another one for colored employees, fourteen tenant houses, two cottages, an office building, commissary and a steam logging equipment. The timber on the tract is estimated around 100,000,000 feet. The consideration is reported to have been about \$1,500,000, being one of the largest hardwood transactions in the South for some time. Only what is known as the "Dalmatia Plantation" was purchased in fee, the rest being bought for timber rights only, with fifteen years for removal of timber on lands not purchased in fee. The right of way for railroad operations, etc., are to run for twenty-five years.

Canadian Lumberman and Senator Dies

The death took place in Ottawa a few days ago of Senator W. C. Edwards, a prominent Canadian lumberman and uncle of Gordon C. Edwards of Ottawa, a former president of the National Wholesale Lumber Dealers' Association. Deceased was born in 1844 in Russell County,

Ontario, of English parentage, and was appointed to the senate in 1903. In 1868 he founded the business of W. C. Edwards & Co., lumber manufacturers, of which he was president at the time of his death. He was also president of the Canada Cement Company, the Bathurst Lumber Company of New Brunswick and of the Ottawa & Hull Power Manufacturing Company, a director of the Canadian Bank of Commerce and the Toronto General Trusts Corporation. From 1887 to 1903 the Hon. Mr. Edwards represented Russell County in the House of Commons as a Liberal. In the business world Senator Edwards will perhaps be best remembered by the part he played in the sixty million dollar paper merger with the Riordan Pulp & Paper Company, which took place last year, when the interests of W. C. Edwards, Gilmour & Hughson, the Ticonderoga Pulp & Paper Company and the Kipawa Company were sold. For several years Senator Edwards had been suffering from heart trouble, but only during the last month had his health been seriously impaired.

Because of Senator Edwards' close connection with the National Wholesale Lumber Dealers' Association, through his nephew and his own affairs, John W. McClure, president of the association, sent M. E. Preisch of North Tonawanda, N. Y., to the funeral as official representative of the association.

Senator Edwards had several times addressed annual banquets of the association and was well known by its members.

Johnson and Siegel Leave Cornelius Company

Announcement was made in Chicago the latter part of the week ending September 24 that J. Albert Johnson, vice-president and for the past two years Chicago representative of the Cornelius Lumber Company of St. Louis, Mo., has sold out his interest in the company. It was also stated that R. W. Siegel of St. Louis, vice-president and treasurer, had disposed of his holdings. The holdings of both vice-presidents were sold to L. E. Cornelius, president of the company. The Chicago office in the Lumber Exchange building, 11 South La Salle street, has been discontinued and the business in this territory will be handled from the St. Paul, Minn., and St. Louis offices. H. E. Cornelius, who has been in charge of the St. Paul office for the past two years, has been taken into the firm and elected a vice-president. Verne N. Cornelius, who for some years has been a vice-president located at the St. Louis office, has been elected secretary and treasurer of the company.

Mr. Siegel will go into the wholesale lumber business for himself in St. Louis and will have an office in the Liberty Central Bank building, Room 1208. The company which he has organized is called the Central West Lumber Company.

Mr. Johnson has made no definite plans for the future, but for the time being will remain in Chicago.

Stillions-Mingea Lumber Company Organized

The Stillions-Mingea Lumber Company has been organized in Memphis under the laws of Tennessee and incorporated for \$25,000. The incorporators are: J. F. Mingea, W. A. Stillions, J. E. Stillions, H. C. Stillions and R. L. Bartles. The Stillions in the organization are prominent lumbermen, ginners, merchants and planters of Rome, Miss., who have operated lumbering and other enterprises for over twenty-five years as G. W. Stillions' Sons. They are farming about five thousand acres of cut-over land in the vicinity of Rome. At their saw mills they have been cutting cypress almost exclusively.

G. W. Stillions' Sons have never had a sales organization to market their lumber, and for the past seven years the Tustin Hardwood Lumber Company has had the exclusive sale of their products. The new company will have the exclusive sale of the output of both mills at Rome. Future plans also include a large Louisiana band mill and timber project, insuring about a fifteen-year cut.

The lumber manufactured by G. W. Stillions' Sons will be handled by the new company on a strictly commission basis, thus leaving the capital of the company available for general wholesaling.

J. F. Mingea, the secretary of the company, has for the past three years been associated with the Tustin Hardwood company as secretary and sales manager. He had previous experience with Hayden & Westcott and Faust Brothers lumber companies.

Kellogg Company Buys New Hardwood Supply

The Kellogg Lumber Company, with headquarters at Memphis and mills at Richey Sunflower County, Mississippi, has closed negotiations during the past few days for the purchase of 19,000 acres of hardwood timber lands, principally gum and oak, together with a band mill and re-saw and a six-mile logging road, from the J. M. Jones Lumber Company, Fondale, La. The firm has practically completed cutting its timber in Sunflower county and has acquired the new timber holdings in order to assure itself a plentiful supply of raw material for a number of years ahead. The purchase price is not known. R. L. Kellogg, brother of C. M. Kellogg, head of the purchasing firm, has gone to Fondale to take charge of the new plant. This is the largest transaction in southern lumber circles for a number of months and indicates that increasing confidence in the situation is decidedly existent.

"Scandalous" Competition Alleged

In a hearing at Jefferson City, Mo., of Attorney General Barretti's suit against the Lumber Dealers' Association in St. Louis, O. A. Pier, Secretary of the Lumbermen's Exchange, testified that prior to the formation of the exchange competition among the lumbermen in St. Louis was "scandalous." Asked for a definition of scandalous used in this instance, Mr. Pier stated that business was bad, lumbermen were financing jobs, advancing money on pay rolls, etc. When asked by Barretti whether the exchange had corrected these evils, he said he could not answer, but that the tendency was in that direction.

A. D. Ganahl, president of the Heim Lumber Co., testified his company refused to become a member of the Exchange after his attorney had notified him the practices of the Exchange were unlawful. The attorney representing the lumber companies, R. L. Goode, drew from Mr. Ganahl the admission he had difficulties with the Exchange and had been fined. He would not admit, however, that the fine was for substituting grades.

Hardwood News Notes

The Pacific Hardwood Floor Company has been incorporated at Los Angeles, Cal., as has the Major-Sowers Saw Mill Company, Hattiesburg, Miss.

T. A. Sampson has been appointed receiver for the Ross Hardwood Flooring & Lumber Company, Mercer, Pa.

Clarence Kirven of Demopolis, Ala., is now in full control of the Commercial Hardwood Company, that city, having bought out his associates' interests.

Recent incorporations are: The Timber Manufacturers' Distributing Company of Maryland, Baltimore; Sull Sash Window Company, St. Paul, Minn.; the K. M. K. Woodworking Company, Brooklyn, N. Y.; Red Cedar Products Company, Memphis, Tenn.; Merrill Wood Products Company, capital \$12,000, Merrill, Wis.; Moore Lumber Company, Charleston, W. Va. Among the furniture companies are: The Paramount Furniture Manufacturing Company, New York, N. Y., capital \$10,000; the Fairfield Chair Company, Lenoir, N. C., capitalization \$100,000; Mallin Brothers, to manufacture general line of furniture at New York, N. Y., capital \$35,000. Max Mallin of 1424 Crotona Park, East, Bronx, is among the incorporators; the Mechanicsville Furniture Company, to manufacture furniture and store fixtures at Mechanicsville, N. Y.; Pioneer Cabinet Company, authorized capital \$20,000, Tulsa, Okla.; the Lux Furniture Company, Luxemburg, Wis., \$20,000; the Kentucky Desk Company, Sparks building, Louisville, Ky.; Gaus Brothers of 227 Broadway, New York, N. Y., \$25,000 capital.

The Wisconsin Parlor Frame Company, Milwaukee, Wis., has sustained a fire loss of \$5,000.

B. F. Brucker, A. C. Snow and R. M. Boudreaux have organized the Brucker Lumber Company at Meridian, Miss., with a capital of \$10,000.

Announcement is made by George N. Harder of the I. Stephenson Company, Wells, Mich., of the re-opening of the hardwood mill on October 10, after having been closed down for two months, with an increased output. The hardwood mill, together with the flooring factory, shingle and planing mills, will be operated throughout the winter. Operations at the company's big mill, however, were suspended about a week ago until there is a notable improvement in business conditions.

CHICAGO

Thanks to the initiative of its advertising department the American Seating Company of Chicago has largely overcome the effects of depression on the sale of church furniture and is now able to operate its factory at Manitowoc, Wis., nearly to capacity on the new business created. The company conducted an extensive advertising campaign directed to the general public, urging the purchase by those who had suffered the bereavement of loved ones of memorials for placing in churches to honor these beloved dead. They offered beautiful carved wood altars, litany desks, consoles, baptismal fonts and such articles of church furniture, including masterly reproductions in wood panels of such masterpieces as "The Last Supper," "Christ Before Pilate," "The Adoration of the Magi." The response to the sentiments and religious consciousness of the public was so generous as to surprise the originators of the campaign. A recent issue of "Printers' Ink" carried an article on the campaign, citing it as a striking case in which an advertising idea overcame the effect of depression.

George W. Hand and Fred Conn, representatives of the Bayou Land & Lumber Company at Cincinnati, O., recently visited the trade in Chicago.

W. J. Comenz, sales manager of the G. W. Jones Lumber Company of Appleton, Wis., visited the Chicago branch of his company during the week ending September 17.

Wm. Farris, Jr., of the Farris Hardwood Company of Nashville, Tenn., was a recent visitor in Chicago.

T. E. Jones of the F. T. Dooley Lumber Company, Memphis, Tenn., visited Chicago on a northern selling tour during the week ending September 17.

L. H. Levisse of the Scott & Howell Lumber Company of Oshkosh, Wis., and Ironwood, Mich., made a business trip to Chicago during the middle week of September.

P. L. Rawn, a tie man of Chattanooga, Tenn., was in Chicago on business a few days ago.

In the atelier of Nellie V. Walker in Chicago the clay model of a statue of Senator Isaac Stephenson of Marinette, Wis., founder of I. Stephenson Company, has been completed preparatory to the making of a bronze cast. When finished the bronze will be erected in the park of the lumberman-senator's native city. Miss Walker is one of America's most successful and original sculptors and she is said to have achieved particularly happy results with the Stephenson study. By remembering that senators often sit down like the ordinary run of humanity, Miss Walker is said to have given a fine touch of originality to the figure of the senator. The senator is depicted seated with one arm resting easily on a table, the table merging into an alcove, which makes an excellent background.

The Dean-Spicer Company, manufacturer of veneers, has recently purchased a half million feet of walnut logs and will start cutting them up at once.

The Veneer Lumber & Plywood Company has been incorporated here. The Empire Auto Specialty Company has filed an involuntary petition in bankruptcy.

M. J. Fox of the Von Platen-Fox Lumber Company, Iron Mountain, Mich., was in Chicago on September 15, having come this far with his son, Abbott, who was enroute to Gambia, Ohio, to enter Kenyon College.

R. M. Weidemann of the Weidemann & Lindem Manufacturing Company of Marinette, Wis., was in Chicago September 15 enroute to Fort Deposit, Md., to enter his son in Tome School to prepare for entrance to Michigan University.

Rowland Utley, manager of the Chicago office of the Chicago Lumber & Coal Company, is expected to return on September 26 from Windham, Conn., where he was called because of the death of his father.

BUFFALO

President Harry L. Abbott reports a good attendance at the recent meetings of the Buffalo Lumber Exchange, and he is planning to carry out the plan of having speakers at the meetings once a month, which has thus far proved a drawing card. A matter in which the exchange has lately been interested is the proposed waterfront park, which it strongly favors. The New York Central Railroad is opposing the city's interests and desires to build an ore dock on land wanted by the city.

Frank A. Beyer, treasurer and manager of the McCabe Furniture Company, Coudersport, Pa., formerly of Beyer, Knox & Co., of this city, and at one time county treasurer, was in Buffalo lately looking after trade. The company's principal business is cutting up gum for bedroom sets. He says

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

MILLER LUMBER CO.

Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity



that while business is not brisk, his company has handled a good deal of lumber of late, and he thinks business will improve slowly.

M. M. Wall has been spending part of the summer in the Adirondacks, where his family has been during the season. He has been at his desk at the Buffalo Hardwood company's office, however, much of the time. He looks for pretty fair hardwood trade this fall.

Robert E. McLearn of New York has bought 4,056 acres of timber land in the town of Worth, Jefferson County, from the Cleveland Estate of Watertown. The timber cruisers estimate that the tract has between 15,000,000 and 20,000,000 feet of timber.

William L. Morley, a well-known member of the lumber trade here for several years, has become Western New York sales manager of the Lanier & Paterson Lumber Co., New Orleans. His office is at 388 Ellicott Square.

The secret sessions of the grand jury, which has been investigating building conditions here, has been postponed until late in September because of the absence from the state of Justice George W. Cole, who has been presiding over the extraordinary term of court. District Attorney Moore stated that it had not been decided what line would next be taken up. The mason supply dealers, who were indicted, following the indictment of retail lumbermen, filed affidavits to the effect that no agreement existed to control prices. Affidavits filed by the lumbermen stated that the members of the local association have not engaged in price fixing, and that the indictments do not correctly set forth the agreement made by them in 1916, which was voluntarily terminated in 1919. A new form of association was entered into in October, 1919, and after a full examination the grand jury has made no presentment of an indictment, and no charge is made against the lumber dealers arising out of their membership in the present association.

BALTIMORE

The Brown-Bledsoe Lumber Company, with offices in the Munsey Building, this city, which has been active in the Metropolitan and other districts of New York for some time, has decided to open a permanent branch office at 391 Hudson Terminal Building, 50 Church street, New York. Mr. D. D. Lawton, its representative, who has been making weekly trips there, will be placed in charge. He is a son of William T. Lawton, a well-known lumber and mill man here, and has been identified with the hardwood trade for years.

The new plant of Joseph Thomas & Son, on Leadenhall and Ostend streets, South Baltimore, which was erected to take the place of the

establishment practically destroyed by fire months ago, was put in operation September 14. It involves an expenditure of a large sum, and has been fitted up with all modern appliances for the conduct of the planing mill and mill work trade. The firm is more than one hundred years old. William T. Lawton and Joseph T. Lawton are the present owners, they being the third generation in the business.

Charles C. Morse of the Morse Bros. Lumber Company, Rochester, N. Y., was a visitor here last week in the course of a business trip and called on some of the hardwood men.

T. B. Bledsoe of the Brown-Bledsoe Lumber Company is back from a trip of two or three weeks in West Virginia and Western North Carolina, in the course of which he called at a number of the mills. He reports some gains in the volume of business, with prices not much changed, but with the outlook showing improvement.

Another visitor in the last two weeks was W. T. Mason, president of the Keystone Manufacturing Company, of Elkins, W. Va., who had been in New York and stopped on the way back. He expressed the belief that the outlook was improving.

It was supposed that the statement of exports from Baltimore for May marked the low mark in the trade, but that month's record has been superseded by July, with a total declared value for all the exports of only \$37,419, against \$61,112 for June and \$49,228 for May. These aggregates are really insignificant when contrasted with those for the corresponding months of 1920, the several exhibits reflecting strikingly the extent of the slump that has taken place in the trade so far as volume is concerned. Of course, there has been no such drop in values, though the latter also have gone off somewhat.

COLUMBUS

Henry B. Druggier, will have charge of sales in Ohio and West Virginia for Charles B. Carothers, Inc., with headquarters in Columbus. He succeeds Earle T. Carothers, vice-president of the company, who will have charge of sales in Tennessee and Kentucky, with headquarters in Nashville.

John Lerch Gobey, only son of John R. Gobey, head of the lumber company bearing his name and also vice-president of the Throop-Martin Co., died at the home of his parents recently after a 10 days' illness. He was a student at Yale and while attending summer school at that institution contracted a cold which resulted in his death.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company, speak-



HIGH HUMIDITY DRY KILN

CIRCULATION IS KING

Of the three controlling factors in Dry Kiln operation—heat, humidity, and circulation—circulation is king. The circulation is your transportation system delivering the necessary heat and humidity to your lumber. If your circulation falls down, or is inadequate and not uniform your drying suffers accordingly.

The largest manufacturers of drying equipment now offer you their services in regard to your lumber drying problems.

*"The Kiln with the Circulation
You Can Understand"*

for

**LUMBER — PANELS — VENEERS
COOPERAGE — LAST BLOCKS**



Largest Factory in the World Devoted to the Manufacture of Air Moving Equipment

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga.; Cincinnati, Ohio; Chicago, Ill.; New York, N. Y.; Philadelphia, Pa.; Rochester, N. Y.; Seattle, Wash.; San Francisco, Calif.

ing of conditions in the hardwood trade, said: "Business with us is quite a good deal better during September. Unless something unforeseen occurs trade for the month of September will be far ahead of that for August, which was the best month of the year. Buying on the part of retailers is good and prices show strength, especially in the higher grades. There is a larger volume of the medium and lower grades moving. Factories are placing inquiries preparatory to entering the market. Prospects for the future are considered good and optimism is taking the place of pessimism."

W. M. Ritter, head of the company bearing his name, was in Columbus about the middle of August going over conditions with the heads of departments. He then left for his summer home in Vermont.

CINCINNATI

The Howard & Barber Lumber Company, with offices in the Provident Bank Building, hardwood dealers and exporters, has acquired a plot of ground at Western avenue and Bank street for yard purposes. The site is facilitated with 200 feet of railroad siding. The company is rapidly filling the yard with lumber from its mill at Norma, Tenn.

Representatives of Cincinnati hardwood concerns will attend the annual fall meeting of the Appalachian Logging Congress to be held at Knoxville, Tenn., October 18-20. Officers of the organization are particularly desirous of having Cincinnati guests because of the entertainment which they enjoyed during the meeting in this city last April. The organization is composed chiefly of hardwood producers from North Carolina, Tennessee, West Virginia, Virginia, Georgia and Kentucky.

G. E. Wilson, partner in the Frank Haass Lumber Company, has returned from a trip through Alabama, Mississippi and Louisiana, where the company has mill connections. He said there is more optimism prevailing in the lumber industry in that section since the advance in cotton prices. Mr. Wilson said that most of the orders coming in now are for mixed cars.

H. J. Pfister, president of the M. B. Farrin Lumber Company, and his wife have returned from a 7,794-mile tour of the West. The trip, which was made by automobile, lasted six weeks, during which time Mr. and Mrs. Pfister visited Glacier Park and the principal cities in Montana, Nevada, Utah, Idaho, Wisconsin, Michigan and Minnesota.

Benjamin Rubenstein, London, England, representative of the Mowbray and Robinson Company, was a visitor at the company's main office for several days the early part of this month. Mr. Rubenstein came to this country for the purpose of learning lumber conditions here and for a conference with officials of the company which he represents abroad.

Through the coöperation of the Industrial Expansion Bureau of the Chamber of Commerce the Stewart Truck Company of Buffalo, N. Y., will be represented in Cincinnati, arrangements having been made by the Beal Truck Company to handle the product. The Beal Truck Company will be incorporated for \$25,000 and will handle a complete line of trucks ranging from three-quarters of a ton upward to four tons. Ralph Becker, one of the incorporators of the new concern, closed the deal with the Stewart Company.

Charles L. McGowan, 47 years old, for many years proprietor of the McGowan Carriage Company, Eighth and Evans streets, died at his home at 905 West Seventh street. Mr. McGowan retired from active business life several years ago because of ill health. He is survived by his widow and seven children.

The Hall Office Furniture Company has been granted a charter to operate in Ohio. The company was organized by Charles E. Dornette and William B. Hall, formerly of the Macey-Hall Company. The new concern will confine its activities to office furniture exclusively. The capital is \$25,000.

CLEVELAND

Making customers guests at a birthday party was the "stunt" put over by the Suburban Lumber and Supply Company recently. The event marked the second anniversary of the firm in business. From a sizeable mailing list names were selected for invitations. Advertising in community weeklies brought new visitors. It was planned to entertain 500 persons, but close to 1,000 attended. The festivities were held in the main storage building, a huge affair, with central floor cleared to accommodate hundreds of camp chairs. Here a motion picture show was put on, with the film "From Tree to Trade" the feature. Every visitor received a gift—the women thimbles, the men tool sharpeners. The name and address of each visitor was taken, and these will be used to augment the company's mailing list.

Akron hardwood and lumber interests are watching closely the progress of the inspection bureau established here by the Cleveland Board of Lumber Dealers, co-operating with the Ohio Association of Retail Lumber Dealers. Details were reviewed recently at a meeting of the Akron Associated Lumbermen by W. W. Forbush, head of the local bureau. Akron may install such a bureau at a later date, it was indicated.

The Brewster Lumber and Supply Company, recently incorporated for \$50,000, has started business at Brewster. Officers are: President, E. E. Schott; vice president, J. B. Mohler, the Mohler Lumber Company; secretary-treasurer, W. E. Schumacher.

Members of the hardwood branch of the trade did considerable rooting

at a baseball game which featured the joint meeting of the Lumber Club and the Builders' Supply Board of Cleveland, with the result that the lumberites won with ease. The Akron Club is out with a challenge, which will be accepted by the Cleveland contingent.

Old firm under new name, and incorporated, is the Equity Lumber Company, at Palmsville, which formerly was Wyman and Gregory. Plans call for enlargement of the plant and selling organization. Officers of the firm are: President, Guy Wyman; vice president and secretary, R. E. Gregory; treasurer and general manager, H. O. Carroll, formerly of the Harbor Lumber Company.

New plant of the Home Lumber Company, Warren, is practically completed, the rebuilding being under way for the last several months, following a fire last spring which damaged the original plant. Improvements include new warehouses, an electrically operated mill and modern office facilities.

MEMPHIS

S. R. Anderson, head of the Anderson-Tully Company and member of the Memphis River Terminal Commission, and Mayor J. R. Paine of this city have returned from Washington, bringing with them a contract signed by the government for \$450,000 to be furnished by the latter for the construction of adequate river terminals at this point. This contract has already been passed upon by the city attorney and returned to Washington. The funds are to be immediately available. The government has also agreed to let the city have five concrete barges to be used as floating docks. Execution of this contract means the realization of a dream of a lifetime—direct connection of Memphis, through the Mississippi river, with ocean-going vessels of the world and facilities at Memphis making it possible for exporters and importers here to take full advantage of everything such connection means. Shippers of all commodities, including lumber, believe that the completion of these terminals and continued operation of the government barge line will prove a most potent factor in the downward regulation of freight rates on all commodities and particularly on heavy-tonnage freight, such as cotton, lumber, steel, iron and coal. The new terminals are to be supplied with physical connection with all of the railroads entering Memphis and they will be large enough to take care of car load freight in volume. The city has \$500,000 of bonds to be sold to carry out its part of the transaction and it is anticipated that work will begin very shortly on the construction of the terminals.

The American Overseas Forwarding Company received telegraphic advice Sept. 13 that conference rates on hardwood lumber and forest products had been reduced on that date, effective immediately, 5 cents per hundred pounds from North Atlantic and southern gulf ports to the United Kingdom. The export market is showing decided tendency toward expansion and it is believed that the lower tendency of ocean freight rates will prove a decidedly stimulating influence.

LOUISVILLE

After many months of full car supply and after reaching the point where it was believed that a car shortage could not happen this year, it is beginning to look as though the fall will find the railroads again hampered in supplying equipment, and shippers having trouble in handling their business. Already some of the Louisville companies with mills in the isolated points of the South are reporting car troubles, and calling on the local hardwood traffic association to aid them in supplying equipment. It is held that much of the trouble is due to railroad cars being in bad repair, especially on Southern lines, where the heaviest percentage of bad order or shop marked cars are to be found of any section in the country. The percentage of bad order locomotives is also heavy, and coal movement has been slow all summer, and indications are for a rush movement of fuel this winter, which along with crop movement should result in trouble for the shippers, especially if business picks up generally and there is a heavy fall movement.

J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association, left on September 18 for Chicago, and will get data in shape to present before a meeting of the transcontinental carriers on September 22, in connection with rates on hardwoods from the South and East moving to the coast, it being reported that lower rates must be granted in order to compete with Japanese oak on the coast. Shippers will ask for restoration of rates in effect prior to the last general raise, as of Aug. 26, 1920.

Louisville hardwood men report that hardwood flooring has been very active, one of the local manufacturers reporting more building in this section than he has ever known before. The demand for interior trim is also fair.

The A. B. Smith Lumber Company at Paducah, Ky., which is installing a new coffin manufacturing plant at Bondurant, Ky., eight miles from Hickman, has named C. M. House as manager of the new plant. Mr. House has had considerable experience in coffin manufacturing and handling at Paducah, Russellville and elsewhere.

The Mengel Company, Louisville, which some weeks ago closed down its mills at Mengelwood, Tenn., and started dismantling, has moved its stocks of merchandise from its general store at that point, to a new commissary store which has been opened at its lumber operations at South Hickman, Ky.

Due to increased demand for lumber and reduced stocks the Louisville

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

One of the largest wholesalers in the country with

more than twenty branches located in the principal Hardwood consuming centers is in a position to handle successfully the output of a Hardwood band mill located in West Virginia, Virginia, Kentucky or Tennessee. Will only consider high-class mill that knows how to manufacture and take care of its lumber. Will make attractive arrangements with right kind of mill. In first letter give full information concerning your operation and the kind of arrangement you feel would be satisfactory to you.

Address,
"BOX D 75," care Hardwood Record

Specials for Prompt Shipment

BASSWOOD		5/4 End Dried White. 4,000'	
4/4 Full Log Run.....	250,000'	6/4 End Dried White. 6,000'	
4/4 Straight No. 3 C.	50,000'	6/4 No. 1 C. & B., Soft	50,000'
MAPLE		BEECH	
4/4 Quarter-sawn	50,000'	5/8 Log Run.....	100,000'
4/4 End Dried White..	40,000'	4/4 Log Run.....	105,000'
		6/4 Log Run.....	30,000'

A Full Stock of No. 3 Common Hardwoods

WRITE US FOR PRICES

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN

house of W. P. Brown & Sons Lumber Company is again producing. In August the company re-opened its mill at Guin, Ala., and a few days ago

We Offer for Prompt Shipment

F. O. B. Chicago rate of freight or 44c basis

1 car 6/4 FAS Plain Red Oak.....	\$105.00
2 cars 4/4 No. 2 Com. Plain Red Oak..	33.50
2 cars 4/4 Sound Wormy White Oak..	35.00
2 cars 4/4 Sound Wormy Red Oak....	33.50
3 cars 4/4 Sound Wormy Mixed Oak..	33.50
5 cars 4/4 No. 3 Com. Mixed Oak.....	26.00
2 cars 4/4 No. 3 C. Mxd. Oak Resawn	28.00
1 car 4/4 No. 3 Com. Mixed Oak Re-	
sawn twice	29.50
2 cars 4/4 F. A. S. Sap Gum.....	44.00
2 cars 4/4 No. 1 Com. & Select Sap Gum	30.00
2 cars 4/4 No. 2 Com. Sap Gum.....	24.50
2 cars 3/4 No. 2 Com. & Bet. Magnolia	
(Log Run).....	32.00
2 cars 4/4 No. 2 Com & Bet. Magnolia	
(Log Run)	38.00
4 cars 4/4 No. 2 C. Magnolia, fine grade	26.00
1 car 4/4 Log Run Beech.....	40.00
2 cars 6/4 Log Run Beech.....	42.00
3 cars 4/4 F.A.S. Tupelo & Blk. Gum	
Mixed	35.00
4 cars 4/4 No. 1 Com. & Select Tupelo	
& Blk. Gum Mixed.....	30.00
1 car 4/4 13/7" Blk. Gum Box Boards..	48.00

All the above stock Dry, Bright, Flat, Full Thickness and properly trimmed. We represent this to be Fine Quality

*We Assure Satisfactory Grades and Shipments
Wire Orders or Inquiries Solicited*

Hillyer, Deutsch, Edwards

INCORPORATED
OAKDALE, LOUISIANA

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

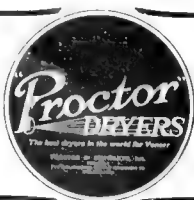
Main Office
BUFFALO, N. Y.

*Complete stock of
Dry Northern Hardwoods*

HARD MAPLE
SOFT MAPLE
BASSWOOD

BIRCH
BEECH
ELM

*UP-TO-DATE BAND MILLS Now OPERAT-
ING at PELLSTON and MUNISING, MICH.*



It started operations at its largest mill, a big double band mill at Fayette, Ala., which has a capacity of 130,000 feet per day, 60 per cent of which is pine production. There is nothing definite as to when it may start operations at other mills of its string.

W. A. McLean, president of the Wood Mosaic Company, Louisville and New Albany, has returned to his home on the North Side, following a month spent in Canada at his summer lodge. He was accompanied by his family and a number of friends.

The Hitz-Leisman Company, Louisville, to manufacture billiard tables,

was recently incorporated with a capital of \$10,000 and debt limit of \$100,000 by N. J. Hitz, Anton Leisman, Henry Leisman, Albert H. Wilken and J. H. Paslick.

H. P. Headley, 65 years of age, president of the Headley Lumber Company of Lexington, died at his home in Lexington on September 7, following a lingering illness.

The I. B. Wilcox Lumber Company of Louisville reports good business, there having been an increased demand for boxboard of late, the company as a result running very steadily at its mill at Burdette, Miss.

TORONTO

A recent incorporation under the laws of Ontario is that of the Fairbank Lumber and Coal Company, Limited, with headquarters at Fairbank, near Toronto, and a capital stock of \$100,000. The incorporators are G. M. Watson, David Riddell and T. G. Taylor of Fairbank, and J. W. Pinder of Newtonbrooke.

The Canadian Deputy Minister of Customs has just issued a ruling that lumber dealers dealing both wholesale and retail can keep separate accounts, so that their business can come under different categories of the sales tax.

The Wiarton Lumber Company and Eldridge Lumber, Limited, have been taken over by a recently organized company to be known as the Wiarton Lumber Company, Limited, the capital stock of which is \$200,000, with a paid-up capital of \$80,000. The company has mills at Tobermory, Stokes Bay, Golden Valley, Southampton and Rockwood. All the mills are in operation this year and will cut about 4,000,000 feet of lumber and 40,000 railway ties. The plants at Tobermory and Stokes Bay are cutting chiefly pine and hemlock and the others hardwood.

Fire at Thunder Bay, twelve miles from Midland, Ont., destroyed the hardwood mill, boarding house, blacksmith shop, oil house, garage and docks of George Mason & Company. More than 600,000 feet of hardwood lumber, 1,500 cords of hardwood slabs and one barge with its load of lumber were also destroyed. Most of the stock was owned by the Mason Company, but others interested are the Black Rock Lumber Company of Buffalo, Huntington & Finkle of Buffalo, Manley Chew of Midland and Walter N. Kelly of Detroit. As there is possibly six years cut of hardwood lumber on the Christian, Hope and Becwith Islands, near where the mill was situated, it is possible that Mason & Co. will rebuild, but in the meantime 70 men are thrown out of employment.

NEW ORLEANS

The Myers Stave Company, which recently lost two huge dry kilns and 125,000 staves by fire, have announced that they will proceed immediately to rebuild both the dry kilns. The company is located at Piggott, Ark.

W. I. McGowin has announced his retirement from the position of active head of the C. W. Zimmerman Manufacturing Company, Jackson, Ala. E. W. Hammond of Columbus, Ohio, is Mr. McGowin's successor. He is assisted by R. E. Sweigart, also formerly of Columbus, who becomes secretary and treasurer of the company. The Zimmerman plant, one of the largest in Southern Alabama, was purchased by the Ohio interests some time ago.

M. H. Eichberg, president of the National Timber Company of Mobile, Ala., has filed a petition for voluntary bankruptcy in the United States district court there. Liabilities were placed at \$65,679.67 and assets at \$76,391.70. The company, one of the big Alabama hardwood concerns, was engaged mainly in supplying timbers to ship building concerns and did a thriving business during and immediately after the war.

Gordon & Worley, composed of A. J. Gordon and F. N. Worley, engaged in the commission handling and wholesaling of lumber in New Orleans, have leased and soon will move into suite No. 440 Maison Blanche Annex, right in the center of the commercial and financial district of the Crescent City.

The Lucas E. Moore Stave Company, for many years domiciled in the Weis building, New Orleans, is preparing to move into suite No. 1107 New Hibernia Bank building, New Orleans' newest and greatest skyscraper. They will move between September 25 and October 1.

Clarence Kirven has purchased the interests of his associates in the Commercial Hardwood Company of Demopolis, Ala., and thus become the sole proprietor of the concern with which he has been prominently connected for many years.

WISCONSIN

The Union Sawmill Company of Huttig, Ark., has let a contract to the Worden-Allen Company of Milwaukee for fabricating and erecting the steel work for a new conveyor system in its plant. The contract involves about 125 tons of structural steel.

The John Schroeder Lumber Company of Milwaukee, which maintains its principal sawmills and planing mills at Ashland, Wis., has disposed of its retail department at Ashland to the Scott-Taylor Company in order to concentrate on manufacturing and wholesaling. The change was effective September 15.

The Kiel Woodenware Company of Kiel, Manitowoc county, Wisconsin, has completed plans for a general improvement and enlargement of its elec-

tric power plant, both to serve the mill and factory and commercial users of current. The Kiel power plant has been serving the city of Kiel and private consumers for many years and the present improvement is to take care of prospective increased demands for at least five years. Equipment is being purchased and contracts for the power house addition will be awarded at once.

The Capital City Pattern Company, 613 Williamson Street, Madison, Wis., has been granted a permit to build a new shop on Helena Street, to cost about \$15,000 with equipment. W. J. Gregersen is president and general manager of the concern.

Thoralf Docka, purchasing agent of the Goodman Lumber Company, Goodman, Wis., was married September 14 to Miss Laura A. Klewe of Sheboygan, Wis., at the home of the bride's parents. Miss Klewe formerly was an instructress in the public schools at Goodman.

Four furniture factories in Sheboygan, Wis., shared in a carlot order for furniture placed by the Con T. Kennedy Shows when they exhibited in Sheboygan during the recent homecoming celebration. The order has just been filled and shipped. Those participating in it were the Northern Furniture Company, Phoenix Chair Company, Northfield Company and Sheboygan Fibre Furniture Company.

The John Schroeder Lumber Company of Milwaukee has purchased the Two Rivers Pail factory at Two Rivers, Wis., which a short time ago was acquired by the A. D. Schinner Company of Milwaukee, a large jobber of woodenware and specialties. The factory has been idle for some time and is now being overhauled for an early resumption of operations. The Schroeder company has retained Fred Johannes as superintendent.

John W. Kieckhefer, president of the Kieckhefer Box Company and the Kieckhefer Container Corporation of Milwaukee, is prominently mentioned as a candidate for the presidency of the Milwaukee Association of Commerce. Mr. Kieckhefer is now serving as a director and as chairman of several of the most important committees of the association and his work for the civic and commercial betterment of Milwaukee has attracted wide attention.

The Wisconsin Textile Manufacturing Company of Two Rivers, Wis., has recently been obliged to extend its operating schedules and take on more men to handle increasing orders for bobbins, spools and similar specialties.

The Marshfield Casket Company is a new organization formed by business men of Marshfield, Wis., to engage in the manufacture of coffins and caskets. It has taken over the plant and equipment of the Elgentone Manufacturing Company, which is retiring from the talking machine and phonograph cabinet business after a year's activity. The new company is capitalized at \$25,000. Experts in casket manufacture from Milwaukee have been engaged to take charge of the mechanical end of the factory.

The Wisconsin Parlor Frame Company, 540 Lapham street, Milwaukee, is resuming production after an interruption of several weeks during which the effects of a recent blaze were repaired. The loss was between \$4,000 and \$5,000.

The Gurney Refrigerator Company of Fond du Lac, Wis., is again operating at normal capacity after being closed for about five weeks for inventory repairs and overhauling. The efficiency of the plant has been increased by rearrangement of equipment and addition of some more machinery.

The Pettingill Furniture Company of Fond du Lac, Wis., has changed its corporate title to Pettingill Furniture Company and increased its capitalization to consist of \$60,000 of preferred stock and 1,000 shares of common stock without par value.

The Badger Cabinet Company of Plymouth, Wis., which for several years has manufactured kitchen cabinets, has recently developed several new lines, the most important being chairs. For the present the kitchen cabinet line will be discontinued in order that attention may be concentrated upon chair manufacture. H. C. Dornbush, one of the largest stockholders, has disposed of its interest to Gerald and Fred Wentz, his nephews, who have taken active charge of the business.

Leonard W. Lord, superintendent at Carter, Wis., of the Oconto, Lumber Company, Oconto, Wis., died recently after an illness of several weeks from typhoid fever. He was 34 years of age and leaves a wife and two little sons. The funeral was held under Masonic auspices at Oconto.

The Wiese Laboratory Furniture Company of Manitowoc, Wis., has recently booked a number of important contracts which are keeping the factory business at full capacity with an augmented working force. The largest contract is to furnish the equipment for the new laboratory of the Michigan State Board of Health at Lansing and amounts to \$37,500. It also will equip the new Fond du Lac (Wis.) High school and a new high school at Munising, Mich.

The Oshkosh Millwork Company is the title of a new corporation which has been organized at Oshkosh, Wis., with a capital stock of \$25,000 by Joseph Johanson, Earl H. Marquart and Earl Born.

The Chicago, Milwaukee & St. Paul Railway Company, 80 East Jackson boulevard, Chicago, has tentative plans for a new freight and passenger car repair shop, estimated to cost about \$250,000, to be erected at West Milwaukee, Wis., to replace the unit destroyed by fire about a year ago. Beginning of construction work is indefinite, being contingent upon the development of railroad financing. A. A. Wolf is district carpenter chief at the West Milwaukee shops.

P. H. Koebe, who has conducted a factory at Merrill, Wis., for several years, manufacturing hardwood novelties and specialties, has incorporated

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The MOWBRAY
& ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

DELTA HARDWOODS

WHAT DO YOU WANT?

SOME CONSUMERS OF HARDWOOD LUMBER DO NOT GET VALUE FOR THEIR MONEY. OFTTIMES IT IS BECAUSE THEY DO NOT STUDY THE SOURCE OF THEIR SUPPLY. ARKANSAS IS THE HOME OF THE BEST HARDWOODS. OUR DOUBLE BAND MILLS ARE LOCATED IN THE CENTER OF THE BEST HARDWOOD PRODUCING REGION OF THE STATE. IT WILL PAY YOU TO INVESTIGATE.

GET THE FACTS
NOW

Double Band Mills
|| Arkansas City, Ark.



The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

OFFICE AND WAREHOUSES:
CINCINNATI OHIO

SAW AND VENEER MILLS:
NEW ORLEANS, LA.

BRANCH SALES OFFICES:

CHICAGO, 39 W. Adams St.
N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

the business under the style of Merrill Wood Products Company, with a capital stock of \$12,000. H. H. Ceaglske is associated with him in the enterprise. The principal product up to this time has been plugs and cores for paper rolls, but additional lines will be added.

Otto E. Knoke, formerly of Hatley, Wis., has placed his new band mill at Appleton, Wis., in operation. It is a steam plant and has a daily capacity of 35,000 feet. The equipment is of the most modern type obtainable and handling of logs and lumber is done almost entirely by machinery. There are two 300 horsepower boilers and a hot pond located adjacent to the railroad tracks. The mill is equipped with a 12-inch band saw working on eight-foot pulleys. A planing mill will be added at once and be ready to handle the product of the sawmill by November 1.

The Stafford-Caloric Company of Janesville, Wis., formerly the Caloric Company, is resuming full time operations on fireless cookers. In recent months it has been devoting major attention to the production of folding chairs, of which 300 to 400 a day are being turned out. One contract calls for 30,000 chairs, which are being made for the Acme Chair Company of Red Wing, Minn., the factory of which was burned last December.

The Kewaunee Manufacturing Company of Kewaunee, Wis., which specializes in seating and similar equipment for schools, colleges, theaters, etc., has been obliged to add a night shift at least for a month or six weeks in order to fill specifications. The company has been able to operate its plant at capacity without interruption for the last year and has business enough on the books to maintain such schedules until the close of the year and longer.

The Bowling Alley Builders Company of Milwaukee has recently been incorporated with a capital stock of \$40,000 by Charles A. Wendt, Fred Wendt, Jr., and Hattie Wendt, members of the Wendt Billiard Manufacturing Company, 765 Thirtieth street, Milwaukee. The concern is widely known as a maker of billiard and pool tables, cabinets, cases, etc., and the new concern will develop a rapidly growing business in building bowling alleys and equipment.

The Northern Sash & Door Company of Hawkins, Wis., is putting the finishing touches on its new mill and factory, which will be ready to commence operations about December 1. The main building is 70 by 170 feet and the dry kiln 36 by 40 feet. Jens Jesdahl, formerly of Phillips, Wis., is president and manager.

The Kissel Motor Car Company of Hartford, Wis., has recently reopened its woodworking shops, which were closed for some time, due to the conditions in the automobile industry. The body shop has enlarged its staff of workers as well.

Charles P. Hazeltine, a pioneer lumber operator in the Wisconsin River

valley and banker of Wausau and Schofield, died recently at his home in Ripon, Wis., at the age of 85 years. With Dr. William Schofield, Mr. Hazeltine in 1870 established a sawmill, planing and shingle mill at Schofield, which in 1883 was sold to the Brooks & Ross Lumber Company, which is still operating the plant. He was a native of New York state and served through the Civil war.

Henry Ford and son of Detroit, who, within the past year, organized the Michigan Lumber, Land and Iron Company, with headquarters at Iron Mountain, Mich., and built a large sawmill and planing mill, are starting work on another unit of this large plant, which consists of an automobile body shop. This is learned through the award of a contract for furnishing the structural steel for this building to the Worden-Allen Company of Milwaukee. The new sawmill will furnish practically the entire supply of hardwoods and other lumber, material and stock used in the Ford automobile and tractor industries and will feed the new body factory at Iron Mountain as well as the main and branch plants in Detroit and other cities.

The Cadillac Washing Machine Company of Chicago, which recently absorbed the Oden Machine Company of the same city, is negotiating for the plant of the former Clinton Creamery Supply Company at Clinton, Wis., as a branch plant. It is a \$500,000 corporation and has outgrown its Chicago factory. Clinton capital will take a financial interest to secure the industry. The Cadillac company has several important contracts, among them one from the Romona Trading Corporation of San Francisco, calling for 2,500 machines a year and involving about \$200,000. E. A. Reinman and H. D. Payne are the principal officers.

The Hardwood Market

CHICAGO

There has been a further improvement in the tone of the Chicago hardwood market during the past 15 days. Reports coming from Memphis of oak and gum items sold for substantial advances have added confidence to the local sellers, though they have not been selling a great deal of flooring oak on this particular market. The furniture industry continues to take considerable stock, though the orders are still of conservative size. Further

(Continued on page 51)

Plywood Ad Campaign Money Pledged

President of Plywood Association Is Perplexed by Disposition of Furniture Manufacturers to Produce Their Own Plywood

The practical details of their participation in the \$50,000 nationwide veneer and plywood advertising campaign were arranged by the members of the Plywood Manufacturers' Association at a meeting in the Drake Hotel, Wednesday, Sept. 14. The members present unanimously endorsed the report of the trade extension committee, made by E. V. Knight, of the New Albany Veneering Company, New Albany, Ind., chairman, and pledged themselves for half the cost of the campaign. The other half will be borne by the National Veneer & Panel Manufacturers' Association.

Mr. Knight read the preliminary schedule for the campaign, enumerating the different publications which will be employed to tell the big story. Prominent in the list is the "Hardwood Record."

Mr. Knight argued at length for immediate action authorizing procedure with the campaign and led the way in individually signing for his company his pro rata of the fund. This action was followed by every other member present, thus making the Plywood support unanimous as well as assuring it financially.

Mr. Knight then introduced Mr. Clendenin, who presented his research report, findings and recommendations on the Plywood side substantially as follows:

Liberal Support Given

"This movement is largely indebted to the trade press, and very conspicuously to the editorial support of the "Hardwood Record" and the several furniture journals for their exceptional and generous co-operation in giving liberal space to the research development up-to-date. They have given us more than mere columns, they have given us pages and pages, not to mention the very handsome embellishment of fine illustrations in the various articles which they have so kindly published. The result of this is already apparent. Other journals are copying the matter and unusual comment has followed their lead clear along the line.

"Now on the Plywood side we are again indebted to the Forest Products Laboratory for many interesting scientific articles and technical notes, tests and reports on the subject of Plywood and its various properties as compared with ordinary wood. It would require extended space to recount the volume and importance of this material, suffice it to say that we have now in hand a complete and exhaustive analysis of this whole subject in all its bearings, authorities which are unquestionable and final in demonstrating the superiority of Plywood in its many present uses, not to mention a most surprising catalogue of potential utilities including marine uses and installations, export shipment cartons, kitchen cabinets, car roofs and panels—passenger, freight and street; ice cream cabinets, filing cabinets, lockers, desks, portable buildings and garages, roofs, cabroofs, sample cases and tool chests, mine cages, elevator panels, outdoor sign boards (billboard and poster display), refrigerators, besides many and various new automotive and aviative applications."

Plywood in Export Traffic

Mr. Clendenin here read reports from various authorities on export traffic, special reports from the marine field and also an important direct communication on Plywood written by W. M. Mix, president of the Dodge Manufacturing Company, makers of the famous Indestructo Trunk, which he declared one of the greatest examples of the use of Plywood for utility purposes—and stronger than steel. Mr. Clendenin also called attention to the reports covering recent action by the Chicago Department of Police in adopting Plywood bodies for patrol wagons as against steel, same having been found under test to be bullet proof and bandit proof. Still other rapidly developing uses for Plywood emphasized in Mr. Clendenin's report were: The immense market for this material among

the dry-dock and repair yards where vessels are constantly being reconditioned." Mr. Clendenin enumerated several dry-docks and trans-oceanic lines employing Plywood, both for liners and transports. He cited the case of the well known Leviathan, recently towed to dry-dock for this expressed purpose. One special authority was quoted for the statement that during the months of July and August alone one manufacturer of Plywood shipped seven carloads of that material to one dry-dock.

The lightness of Plywood for construction features aloft was particularly stressed, increasing a vessel's capacity for freight very appreciably.

Mr. Clendenin's report was unanimously adopted and he was authorized to proceed with his further investigation and research on this subject and to report back at the next meeting.

The association then took up the direct-mail-campaign proposed by Mr. Clendenin, also the ways and mean for raising and apportioning the campaign fund, all of which was approved.

It may be briefly stated that the material reported at this meeting in support of the Plywood side of the advertising campaign was fully up to that previously reported on Veneer and it was the unanimous expression of the members that when completed this matter should be reduced to booklet form for follow-up uses by the association, by the Plywood Trade Extension Bureau and by the individual companies in the Plywood business.

A review of the current state of the plywood industry was delivered at the general meeting by T. D. Perry of the Grand Rapids Veneer Works, Grand Rapids, Mich., president of the association.

One of the most important matters touched on in his address was the present tendency on the part of the furniture manufacturer to produce his own plywood. Mr. Perry said this disposition was perplexing in view of the fact that labor is plentiful and the need for maintaining his skeleton organization is important. "It is your president's firm view," he said, "that a well operated plywood plant can produce plywoods at a profit and sell them at what it would cost the furniture factory to make them." He then quoted the expert opinion of W. H. Coye, cost consultant of the Allied Furniture Trades, to the effect that a manufacturer of furniture is justified in making his own plywoods only if his requirements are large enough to operate a complete department full time, and then only if using a large variety of plywoods.

Text of Mr. Perry's Address

In full, the text of Mr. Perry's address is as follows:

"Roger W. Babson has aptly said that business is convalescent. In other words, the symptoms of disease have left the patient and complete recovery is largely a matter of building up vitality and vigor. The danger period is by no means over, but the stagnation or death that occasionally occurs indicates a lack of reserve strength to recover. The message is distinctly encouraging, but the period of convalescence means tremendously hard work on the part of everyone to restore each member company and our association to its normal degree of health and strength. Neither a waiting policy, nor a shut down, nor a campaign of radical price cutting will avail much. All are extreme.

"There is not enough business to go around—there probably is not half enough—but there is something for everyone who will go after it in the right way. Large losses must be accepted on inventories, and 'frozen merchandise stocks' must be turned into money. Salesmanship is again necessary; economy must be practiced along both labor and material lines; salaries and wages must follow the cost of living; production must become efficient.

"Whether or not there are too many or too large production

units in the plywood field is debatable, but there should be no hesitancy in developing new uses, new applications and novel adaptations of our product. Our trade promotion committee should give this more careful attention.

"Brookmire is most hopeful in his September 12th Forecaster, stating definitely that 'general business conditions in the United States and Canada have definitely turned the corner and that we are now entering into a new business cycle. In accordance with this judgement of the present business situation, the arrows on the Manufacturers and Business Compasses have been moved into the first period of a new cycle. This changes the advice on the Business Compass from 'plan for expansion' to 'increase stock—expand.' On the Manufacturers Compass the general policy is changed from 'increase equipment' to 'accumulate low priced raw materials.' These we believe are the general policies to be followed by merchants and manufacturers respectively at the present time."

Perplexed by Furniture Men

"We are naturally perplexed by the disposition on the part of the Furniture Manufacturer to produce his own plywood at a time when labor is plentiful and the need for maintaining his skeleton organization is important. It is your president's firm conviction that when costs are fairly figured and overheads are properly distributed, that a well operated plywood plant can produce plywoods at a profit and sell them at what it would cost the furniture factory to make them.

"W. H. Coye, cost consultant of the Allied Furniture Trades, has made the following statement:—

"Generally speaking, no factory making a standard line of furniture using plywoods with plain face veneers would be justified in producing them unless their requirements are large enough to operate a complete department full time, and then only if using a large variety of plywoods. It is a mistaken idea that plywood can be produced for less money in a furniture factory than by those who specialize in its production, as those who specialize have the advantage of quantity buying and an organization developed and specialized to a point impossible where the production is limited. Then again, the preparation of the core stock in the dry kilns and factory, as well as the labor required on the built-up stock after it is glued, will interfere with and slow up production of furniture and by so doing reduce output and turnover of investment.

"When the product of a factory calls for figured veneer, carefully matched, such stock cannot be produced in a specialized veneer plant more advantageously, owing to the limited quantities required of one kind. In cases of this kind, we recommend that plywoods be made in the factory requiring same.

"The character of the material required should be the controlling factor in deciding as to the installation, as without question, the factory with the greatest turnover of investment has the best opportunity for success."

Essential Points to Follow

"The best way to remedy the situation, and to fill our plants with orders, is a perplexing conundrum. Some few points, however, are not difficult to foresee, and our members ought to utilize them in their endeavors to obtain orders.

"1. **Quality** will continue to sell goods in the future as it has in the past. The product with a reputation for quality need not meet price competition.

"2. **Neighborliness** will continue to be a factor in business. In other words, nearness makes a logical market for each manufacturing unit, where freight rates will be low, and service can be efficient, prompt and comprehensive.

"3. **Association Co-operation** can be made a stronger force in the future than it has been in the past, not along the forbidden line of price agreements, but emphasizing high ideals of quality; establishing standard grades; developing trade ethics; seeking to preserve free and open markets for the raw materials we require; establishing definite and standard cost principles; helping to fight

our common battle for better freight rates on our raw materials and on our finished products. There never was a time when association co-operation was more necessary, nor when the temptation to slip away from it more insidious.

"The cost of maintaining our association is just as truly a part of each member's overhead as is the maintenance of our individual organizations, and the members must realize that the association's financial problems are not inconsiderable. We must conserve what funds we have, economize on expenditures for the future, and devise ways and means to supplement our income.

"The solidarity of our membership in the past has been most unusual, and it is rarely that any association has come to so strong a position in so short a period of time.

"According to our Friend Commissioner, the critical time in association life comes at about three years, and we must watch, as a parent does a growing child, to carry our association through a period that is normally difficult, but is abnormally so under existing conditions.

"Your president has appreciated the splendid support you have given in the past, and bespeaks the same for the future."

Decreased Plywood Movement

In the course of his report Commissioner Wulpi presented a chart indicating the movement of plywood for the past two and one-half years. While for 1920 the average business per quarter year was 37 per cent greater per plant than for 1919, the two quarters of 1921 averaged but 19 per cent per plant of the business for the same two quarters in 1920, indicating the extent the line had slumped through the condition in the furniture and building trades.

A. S. Williams, chairman of the advertising committee of the Mahogany Association, appeared before the meeting and explained his association's efforts in mahogany promotion. He heartily approved the efforts of the plywood association to advertise the virtues of plywood and pledged the co-operation of his association.

Similar advice was received from the American Walnut Manufacturers' Association.

L. H. Sergeant, chairman of the Standard Grading Rules Committee, reported that while application of the standard rules was being extended, under present conditions not much effort was being made to further develop them.

A report was made by the Glue Committee to clarify the litigation being conducted by the Perkins Glue Company against alleged violators of Perkins patents.

The Batesville Lumber & Veneer Company was elected to membership.

A resolution was adopted opposing the proposed import tax on tropical hardwoods and urging retention on the free list.

The proposed soldiers' cash bonus legislation was opposed and aid to disabled soldiers endorsed.

The association adjourned to meet in Chicago in conjunction with the meeting of the National Veneer & Panel association in December.

Veneer Consolidation Announced

The Veneer Manufacturers Company of Chicago announces the consolidation of its business with that of H. F. Arneman, formerly located at 1622 Monadnock building, Chicago. By this merger Mr. Arneman becomes an officer of the Veneer Manufacturers Company and will be actively interested with Henry P. Walsh, S. J. Glanton and Samuel D. Rowe in the management. In addition to the company's splendid line of figured and plain veneer a large, well selected stock of plywood panels will be carried in the Chicago warehouse for immediate shipment. The advent of Mr. Arneman brings to the company a wealth of experience in the veneer and plywood business which will be of inestimable value to its trade.

ALGOMA *the Better* Plywood



“Time will tell”

Your product, built of untested plywood, is “a house built on sand.” For plywood is the very foundation of the service your product will give. And failure of the plywood in your product re-acts on your dealer and you.

Time has already given its verdict on Algoma Plywood. For 35 years it has been in use. Today it is being made with the skill and expert knowledge which only years of actual experience can bring.

Why not use the plywood which is uniformly dependable? It costs no more to build for the future as well as the present with Algoma, the Better Plywood. Let us give you the figures on Algoma stock sized panels, which save you money through standardized production. Whatever your needs in plywood, we can supply you.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

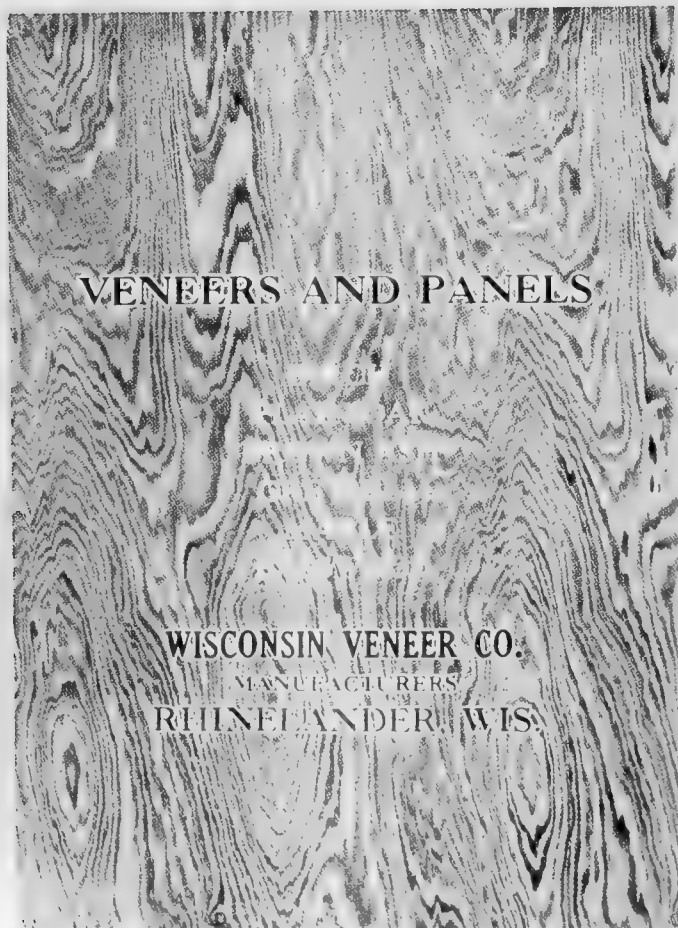
American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.

10th and Murphy Streets

Des Moines, Iowa



Casein Glues Originated with the Romans

"The use of casein as a basis for glue originated in the Roman Empire many centuries ago, and continued to a greater or lesser degree in European countries to the present day," Lawrence Ottinger, a representative of the Casein Manufacturing Company, makers of "Casco" waterproof glue, told the Trunk & Bag Manufacturers Association at a meeting at the Hotel La Salle in Chicago, September 20. "Many veneered products made with casein glue and dating back centuries, are intact today. An interesting collection of data of this kind is now compiled and will be shortly published by the Plywood Manufacturers Association in connection with its publicity campaign. But the modern casein glues are infinitely superior and are the result of years of scientific research."

Discussing the waterproof qualities of casein glue Mr. Ottinger said: "A glue must be elastic, otherwise it would be a cement. In order to glue two or more pieces of wood together and then soak or boil them without separation, it is necessary that the glue soften under the water, so as to expand and contract with the veneers, yet retaining sufficient strength to hold them together. If this were not the case, the wood would pull itself apart, just leaving the fibre, which is the result if wood is put together with Portland cement. Thus when we say a glue is waterproof we mean that it is insoluble, that is, that it will not dissolve, yet will soften under water, and it will hold together all constructions of a nature such that the co-efficient of the expansion of the veneers is no greater than the strength of the glue in its soaked condition. Thus a 3/16" panel made up of three plies of 1/16" veneer will stand soaking indefinitely, whereas a 3/4" panel made of the same wood and the same glue will separate if boiled or immersed for a sufficient length of time. Again a hard veneer, such as birch, having a greater expansive strength, will not hold under water for as long a time as veneer of a softer wood, such as basswood or poplar."



Hardwoods Made to Help Cut Your Manufacturing Cost

OUR raw material is a big factor in woodworking costs. With your lumber and veneer it may have better texture and uniform color saving in working and matching. It may be better made and graded—saving in milling and labor; it may be better cured by superior air drying (in lumber), or careful kiln drying with obvious saving. That is exactly the service we are pleased to offer you—a big organization built, through thirty years' work, around the factory man's needs. For instance, our twenty trained timber men carefully pick for uniform quality all the logs we cut; we have seven separate plants, each built to cut only a certain product making uniform quality positive. Our lumber and veneer drying facilities are the result of rigid tests and exhaustive study and extensive enough for ANY demand. As a result our lumber and veneer are recognized for their cost-cutting qualities. Have you tried them?

WOOD-MOSAIC CO.

[INCORPORATED]

LOUISVILLE, KENTUCKY

Chicago Representative:

GEO. W. STONEMAN & CO....845 West Erie Street

Grand Rapids Representative:

HECTOR ROBERTSON.....232 Lyon Street, N. W.

LONG-KNIGHT

LUMBER COMPANY

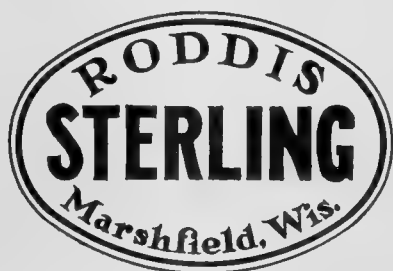
WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana



RODDIS Heavy Tops

are built right. We can supply the highest quality of desk and case tops in a concealed or exposed cross band, mitred or square corners. This is a specialty with us. We invite your inquiries.

REPRESENTED:

GRAND RAPIDS, MICH. . . . F. K. TINKHAM
CHICAGO, ILL. G. M. PALMER
ROCKFORD, ILL. K. E. KNUTSON

Send us your inquiries

Roddis Lumber & Veneer Co.
27 Years at Marshfield, Wis.

Grand Rapids Will Reach Far West Via Canal

Grand Rapids furniture manufacturers have found a way of beating the excessive railroad freight rates and as a result will soon be reaching the Pacific coast cities at a rate which will make it possible to do a business there largely in excess of what has been possible during the last few years. Freight rates have heretofore almost cut the Pacific coast off the furniture map so far as eastern manufacturers are concerned and buyers from California and Washington and Oregon have come here to see and to learn but have been forced to buy sparingly because of the expense of getting their orders out there.

With the last of September, however, Grand Rapids furniture manufacturers will make their initial shipments to Los Angeles, San Francisco, Oakland, Seattle, Portland and on up into British Columbia by way of Mobile and the Panama canal. The deal was closed for this routing early this month and will represent an economy in freight charges of almost 50 per cent. Meantime it will take but from three to five days longer for shipments to reach their destinations which is of course more than offset by the saving in freight rates.

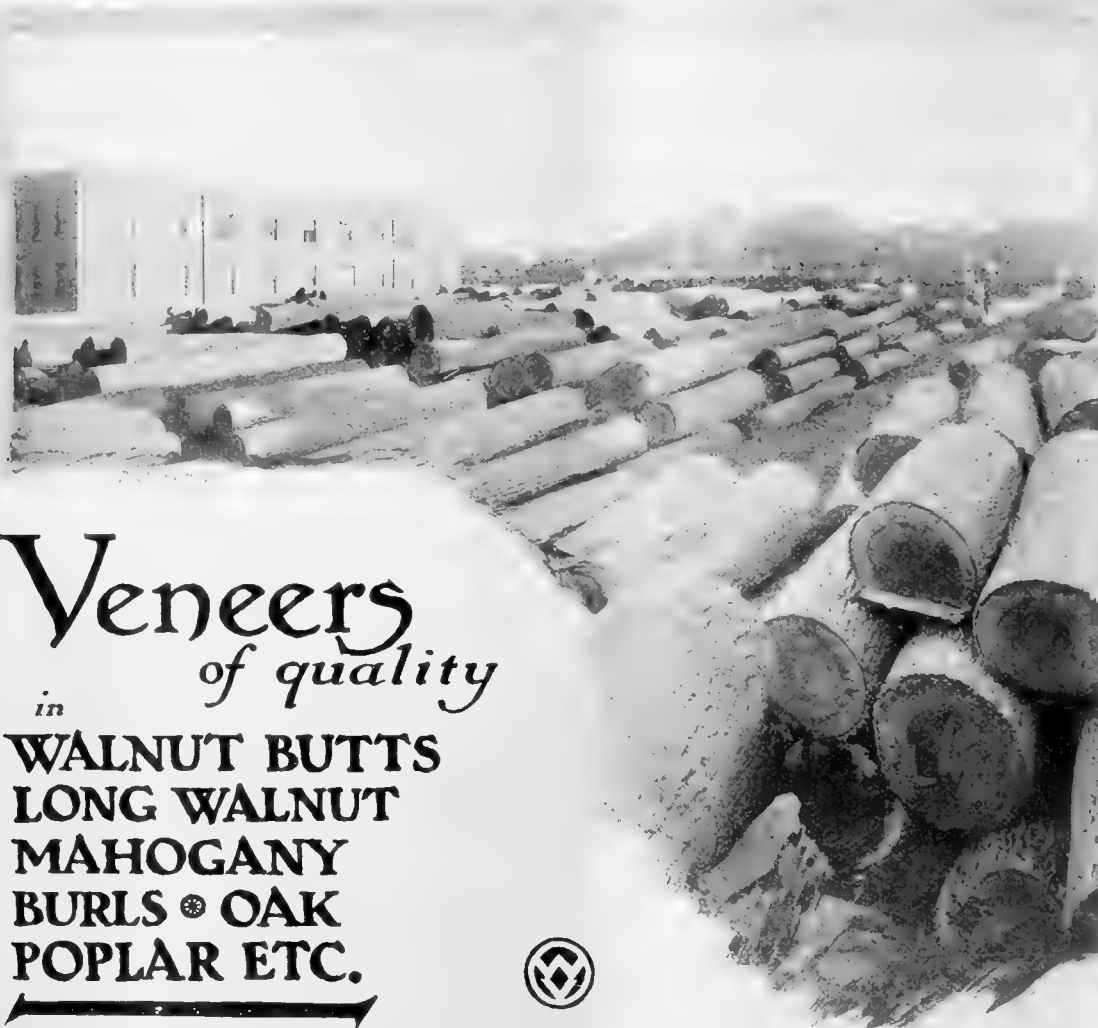
The all rail rates at this time are \$4.20 per cwt. while the Mobile-Panama rate is but \$2.27. While it is expected the rail rates will be reduced to \$3.78 in the near future, it is still so high that the Mobile-Panama rate will be a great advantage. Under most favorable conditions the all rail shipment is from 16 to 18 days from Grand Rapids, while under the same conditions, shipments via the Mobile-Panama route will go through in from 20 to 21 days.

The loadings will be in 30,000 pounds minimum lots, equivalent to two to three cars. The first shipment which will go the last of September will be of five or six cars. It is expected Grand Rapids will be shipping by this route from 50 to 60 cars a month, straight through the year.



WHAT does it mean to you as a buyer to have implicit confidence in the source of your most important raw material supply? For instance, all informed buyers recognize the true superiority of northern grown hardwood lumber and veneers—the product in which we specialize. Big customers stay on our books for years because it is easy for them to determine that we never have cut anything but the genuine northern grown logs in oak, walnut, maple, ash and other major species. The same sincerity maintains with our rotary cut poplar offering. And withal is that correctness of manufacture and honesty of contact with customers that has been the bulwark of this business for over a half century. It will profit you to know us better.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA



Veneers
of quality

in
**WALNUT BUTTS
LONG WALNUT
MAHOGANY
BURLS • OAK
POPLAR ETC.**



Part of our log supply

MILLS • BALTIMORE, MD.

Sales-Branches:

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THE WILLIAMSON VENEER CO.

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS



THE MILL WHERE IT IS MADE



A Beautiful Product From Good Raw Material

THE factory executive will realize the value of long experience in one line. Exclusive walnut manufacturers for many years, we have the call on men experienced in the art. Also, we have the call on the best of raw material.

Our contact with the factories is through men who know customers' needs and how our goods will best fit. Pickrel Walnut veneers add value. Five million to seven million feet always on hand.

PICKREL VENEER CO.

INCORPORATED

NEW ALBANY, INDIANA



W E guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.

Q
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Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT."



"The Cabinet-wood Superlative."

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT."

"FOR DISTINGUISHED SERVICE."

Genuine American Walnut earned high honors for its enduring qualities when used for aeroplane propellers and gun stocks during the war.

Genuine American Walnut does not warp, shrink, split, twist or splinter. (See report in Bulletin, Ohio Experimental Station, March, 1921.)

These same excellent properties make it the preferred cabinet-wood of furniture manufacturers in the "piping times of peace." (*The public likes it.*—"That helps some.")

The genuine American Walnut furniture and paneling of today will retain its good form and be a credit to its makers for centuries to come.

Words of praise come to us from those who have received the Walnut Brochure de luxe, an illustrated informative history of this historic wood. You ought to be familiar with it. May we send you a free copy?

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

ROOM 1024

616 SOUTH MICHIGAN BOULEVARD

CHICAGO, U. S. A.



YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Furniture Business Slowly Improving

Business conditions are slowly improving at the Shelbyville furniture factories. Such is the consensus of opinion of manufacturers. Many are of the opinion, however, that it will be some time before conditions return to a normal level. As one manufacturer stated, it is necessary to make big inducements to gain business at the present time. Business at the Davis-Birely Table Company is very good, but in the last few weeks has remained about the same. The D. L. Conrey Furniture Company notices that business is very good and picking up each day. The Hodell Furniture Company observes that business remains about the same. However, during the month of July they received a large number of orders which will keep them running at full force and hours for some months to come.

"A little improvement" is noted at the Shelbyville Wardrobe Company. This change for the better has occurred in the last few weeks, they state. Conrey-Davis notices very little change in conditions. What little change has occurred has been for the better, they state. The C. H. Campbell Furniture Company also notices that there has been but little change in the last few weeks. Danziger Furniture Company is of the opinion that business at its plant "remains the same." The same statement was given by the Tindall-Wagner Manufacturing Company. Business remains the same at the Shelbyville Desk Company, the Spiegel Furniture Company, and the Spiegel Cabinet Company. A number of men have been employed at the factories during the past few weeks as business is slowly improving. Manufacturers state they have added more men to their plants than are needed for the orders they now have on hand, but state they have employed them to make up shipments of furniture in the belief that business will show a decided upward trend within the next few months.

"Finest"

1903-1921

TOPS, PANELS AND OTHER PLYWOOD

ALSO

HIGH GRADE FLUSH DOORS

Quality is produced by using the best materials. scientific construction, modern equipment and careful attention to details.

Capacity—Our plant is recognized as one of the biggest of its kind in the country. We are fully equipped to make anything you want in plywood and give you prompt service on your requirements.

Experience—We have been making plywood for many years and careful training has brought the efficiency of our help to the highest standard.

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Holdings. Send us a trial order for a crate or a carload, and we are confident you will forward repeaters without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
FRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. Get Our Prices

The Northwestern Coopersage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

What Is Real Walnut Furniture?

According to a bulletin recently issued to furniture manufacturers, retailers of furniture and the ultimate consumer, by the American Walnut Manufacturers' Association, real walnut furniture is the following:

One might answer the question easily and for that matter, correctly, by saying that it is furniture made of walnut. This should be the answer, but unfortunately, at the present time in the trade we find the name Walnut used to designate a variety of kinds of furniture, some of which have no walnut in them whatever.

In the furniture industry we have designated as Walnut everything from absolutely solid, all walnut pieces, down to furniture made entirely of some substitute wood stained a walnut brown. Usually, the latter class is designated as "walnut finish," but we have known of cases in which a purchaser bought it thinking that it was made of walnut wood.

The following is a classification of the kinds of furniture that may be sold as American Walnut and bought as American Walnut without deceit on the part of the seller or regret on the part of the buyer:

1. **SOLID WALNUT.** This is a piece made entirely of walnut lumber, inside and out, in which no panels or veneered plywood is used. There is relatively a small amount of such furniture manufactured, and it is usually hand work, produced on special orders.

2. **ALL WALNUT.** This is furniture such as dressers and sideboards and tables, in which all the wood employed is walnut except that on table tops, drawer fronts and sides there may be walnut face veneer panels. This construction is really as desirable as solid walnut, and in many ways superior, and is the one most commonly used in genuine walnut furniture.

3. **STANDARD WALNUT.** In this furniture all the surfaces and exposed parts, including all the solid pieces, such as rails, legs, and other exposed parts of the framework, are of genuine solid walnut. The larger surfaces may be of walnut face veneer panels as described above. The backs and interior parts may be of some other wood.

The following kinds of furniture cannot truthfully be sold as walnut, and in practically every furniture store in the United States will be found furniture that comes under this classification:

1.—Furniture finished in walnut brown, and having walnut face panels on the larger surfaces and perhaps a small amount of solid wood pieces in conspicuous places, but the solid wood being principally some other kind.

2.—Furniture having only walnut face panels on the larger surfaces, with the entire construction of some other wood. In this classification falls a very large amount of the medium priced furniture that is today sold as American Walnut. By weight or volume such furniture is less than one per cent walnut, and should not be so designated.

3.—Furniture made entirely of some other wood, including the face panels, but finished in a walnut brown. This is the cheapest of the different types of so-called walnut furniture to be found on the market, and the name walnut should not be used in connection with it in any way, as such use cannot help but be misleading.

Showers Discharges Women for Veterans

All women employees of the Showers Bros. Furniture Manufacturing Company at Bloomington, Ind., with the exception of the office force, are to be discharged immediately, it was announced a few days ago and former service men who have dependents will be given their places. The step was taken to help relieve the unemployment situation in Bloomington. About 100 women are affected. The Showers plant is one of the largest furniture manufacturing plants in the United States.

Inventor of Pillar Table Dies

George A. Brown, 58 years old, superintendent of the Spiegel Furniture Company at Shelbyville, Ind., died a few days ago at his home in that city. His death was due to apoplexy. Mr. Brown was engaged in furniture manufacturing business most of his life. He was the inventor of the Pillar table. He was a native of Michigan and was a Mason of long standing. He is survived by his wife and two daughters.

Otto Schulz, president of the M. Schulz Piano Company, 711 Milwaukee Avenue, Chicago, has returned with his family from a two months' tour of England, Belgium, Holland, France, Germany, Switzerland and Bohemia.

Storm Damages Furniture Plant

During the most severe electrical, wind and rainstorm of the summer at Shelbyville, Ind., recently, a large part of the roof of the Conrey-Davis Furniture factory was blown off, and the sprinkling system in the plant was broken, flooding three floors before the water could be turned off. The roof of a part of the building was torn off and dropped in the yard. No one was injured. The damage was estimated at \$20,000 by Lee C. Davis, one of the owners of the factory.

Furniture Plant to Make Auto Tops

A new line of machinery is to be installed in the plant of the McClure Manufacturing Company in North Marion which was recently leased by the Guttman-Rowley Furniture Manufacturing Company, of Shirley, Ind. The furniture company will soon move its plant to Marion, Ind. The company will make winter auto tops in addition to manufacturing furniture.

GEO. L. WAETJEN & Co.

PROMPT SHIPPERS

Plywood and Veneer

A PARTIAL LIST OF VENEER

SHEET STOCK

Poplar ... 1/20", 1/16", 1/8", 3/16" & 1/4"
Unsel. Gum 1/8"
Red Gum 1/8"
Red Oak 1/8"
White Oak 1/8"
Birch 1/20", 1/16" & 1/8"
Sawn Qtd. White Oak.. 1/20", 1/16" & 1/8"

WE MAKE PANELS TO YOUR SIZES

ALSO

Carry a large quantity of stock sizes for immediate shipment

Are you receiving our lists?
Kindly write for same.

MILWAUKEE

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110-120 REED STREET

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

"CASCO"

WATERPROOF GLUE

MIXED COLD—USED COLD

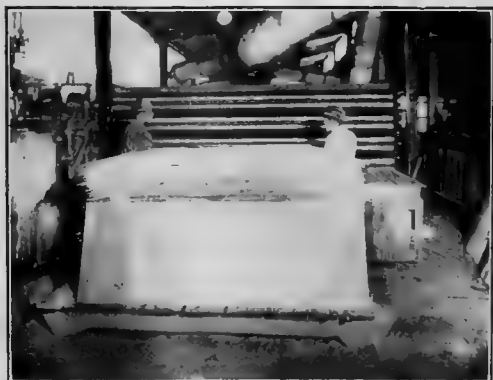
Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



Receiving Wide Gum Veneer from one of the two
COE DRYERS

in the plant of Nickey Brothers, Inc., at Memphis, Tenn.

They have tried several methods of Drying Veneer, and say they are best pleased with the Coe Method.

It is noted for: Its satisfactory service; Its labor saving; The high quality of its product.

THE COE MANUFACTURING COMPANY
PAINESVILLE, OHIO, U. S. A.

We build all the Machinery for a Veneer Plant

VENEERS

Walnut
Mahogany
Figured Gum
Quartered Oak
Quartered Sycamore

Samples on Request



The Louisville Veneer Mills
INC.

Makers of Good Veneers and Plywood

For One-Third of a Century in the Same Spot
Louisville, Kentucky, U. S. A.

(Continued from page 34)

export inquiries and orders have contributed to the generally improved feeling in the market.

BUFFALO

A more hopeful feeling exists in the hardwood trade, although it has not been expressed as yet in a lot of orders. A gain has been made during the past month, and a much greater one within the past two months, and though it is late for the start of brisk business this year, a fair volume of orders is looked for. Everybody is calculating on better trade the coming spring, by which time some of the matters still unsettled will probably be cleared up and business ready to go ahead again.

The trade is pretty well scattered over the list of woods, but it has not reached the low grades as yet. There is an ample supply in this department and many anxious to sell, both mill and yard men. Prices have not been going down as they recently did, and are now a little more stable. This is regarded as quite a hopeful feature, indicating that much surplus stock has already been disposed of.

SOUTH BEND

The hardwood market in this vicinity shows considerable improvement on FAS plain oak and No. 1 common sap gum, there being quite a demand for these two items. Other items of hardwoods remain unchanged, but the concerns in this vicinity report inquiries coming freely from some of the largest buyers in the country. Plenty of business is offered at the buyers' prices, but mills are not inclined to accept price cuts. There is a good stiff demand for the higher grades of hardwoods from the interior trim and sash and door people and it is quite evident there is a considerable shortage of FAS grades which is being felt keenly. The spread of \$50 between FAS and No. 1 common 4/4 plain oak is inconsistent, with very little FAS oak being offered at any price. Conditions in general are better in this territory than at any time during the past four months and the lumbermen are very optimistic about the future, feeling that the worst has been gone through.

BALTIMORE

The general feeling with regard to conditions in the hardwood trade continues to improve, and a decided gain in the volume of business is reported from practically all directions. But these statements are also coupled with the further claim that there has been no pronounced marking up of the quotations so far. The prospects, however, are regarded as encouraging. It is contended that if the distribution continues to expand an advance in prices can scarcely be avoided, since the production is still very much curtailed, with many of the mills shut down and with others running more or less below capacity. Hardwood men of long experience admit that the recovery will not be rapid, but they see a fairly steady increase ahead, with the basic conditions for the most part eminently safe. Members of the trade do not hesitate to express confidence in the firmness of the market, and say they are ready to engage in new undertakings on the prevailing basis. Furniture factories are augmenting their wants in the way of hardwood stocks, and various other woodworking establishments have bigger needs to take care of. Such men as Harvey M. Dickson, secretary of the National Lumber Exporters' Association, are fairly optimistic as to the results of the next few months, and say exporters have nothing to fear so far as the better grades of American hardwoods are concerned. They add that some of the prices quoted today by exporters will be considered extremely low within a relatively short time, since the stocks are most depleted in some items and very liberal replacements will be necessary to meet the wants of consumers.

COLUMBUS

There is a decided betterment in the tone of the hardwood market in Columbus territory. Business is more active in every respect and prospects for the future are considered good in every way. In fact, trade is so much better than during the earlier part of the year that it is now believed that the worst of the slump is over.

The bulk of the orders are still coming from retailers. Retail stocks are not large and in many cases they are badly broken. As a result dealers are compelled to come into the market to replenish their stocks. Buying is from hand to mouth to a certain extent, but there is a tendency to buy for a longer period in the future.

Prices are stronger all along the line. This is shown by the fact that the wide spread which characterized prices several months ago are now entirely lacking. The better grades are growing scarcer and this has the effect of switching the demand to the medium and lower grades. Shipments are coming out promptly from all sections.

CINCINNATI

A general feeling prevails among local hardwood dealers that the business slump has passed over this market and conditions are turning gradually to a firmer basis. One of the bright features in the trade during the

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

Regular Widths and Lengths
SOFT ELAM

4 1/4" No. 2 & Better.....	12 months dry
5 1/4" No. 2 & Better.....	12 months dry
6 1/4" No. 2 & Better, largely No. 1.....	12 months dry
8 1/4" No. 1 & Better.....	8 months dry
10 1/4" No. 1 & Better.....	12 months dry
12 1/4" No. 1 & Better.....	6 months dry
14 1/4" No. 3.....	12 months dry
6 1/4" No. 3.....	10 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

A Few Bargains in Dry Hardwoods

offered by

Wheeler-Timlin Lumber Co.

HARD MAPLE

12/4 No. 1 & Btr., 5" & wdr., 8' & lgr., 3-6 mo. dry....	3 cars
10 4 No. 1 & Btr., 5" & wdr., 8' & lgr., 15-20 mo. dry....	4 cars
6 4 No. 1 & Btr., 5" & wdr., 8' & lgr., 15-20 mo. dry....	10 cars
5 4 No. 1 & Btr., 5" & wdr., 8' & lgr., 3-6 mo. dry....	5 cars
4/4 No. 1 & Btr., reg. widths & lengths, 3-12 mo. dry....	5 cars
10 4 & 12/4 No. 2 & 3, reg. wd. & lgrs., 12-20 mo. dry....	2 cars
6/4 No. 3, regular widths & lengths, 12-20 mo. dry....	10 cars
4/4 No. 3, regular widths & lengths, 12-20 mo. dry....	10 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY., & DUFF, TENN.

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

past two weeks has been the activity displayed by the wood consuming industries, principally among them being the furniture factories. With the furniture plants the big demand is for walnut veneers. Automobile concerns and the railroads are buying better than a month ago. The demand for hardwoods, which has increased considerably, is for no principal items, but a general sprinkling of all stocks. While the number of sales are not large the aggregate represents a good volume of business, when conditions in general are taken into consideration. Mills are not making the concessions they were several weeks ago. The building trades is rapidly rounding into shape and the hardwood distributor still has hopes that this industry will prove his best bet before the end of 1921. Reports calculated at the Building Commissioner's office show an increase in the number of permits for dwelling and apartment houses, but the effect of this improvement has not as yet hit the lumber industry. There is a steady, though not large, absorption of interior finish, flooring and the like, but not enough to reduce stocks to the vanishing point. Some yards are taking additional quantities of flooring, but the whole movement is of a hand-to-mouth character, so that wholesalers are still having more or less difficulty in placing material that is finding its way into this market from the mills. Upper grades of hardwood still command the lead in the trade, while some difficulty is still being experienced in moving lowers. Most dealers say that freight rates are responsible for this condition. The market is on a much better plane with the ridiculously low prices heard several months ago, a thing of the past.

CLEVELAND

While there are plenty of signs which show the way the wind is blowing in business generally, there is nothing blowing in the direction of the hardwood distributor that makes him over optimistic at this time. Building operations for the last month are 25 per cent better than for the same period a year ago, and so far this year there is a 12 per cent gain in this direction over the same period in 1920. This means more interior finish and other hardwoods are being taken, and as far as this goes the move has served to strengthen the situation somewhat in this market. On the other hand the manufacturing trades—furniture, cabinet work, and particularly the automobile and truck trades, have failed to respond. The motor interests point out that their active season is over for this year, and they are not disposed to look too far ahead; in other words, are marking time more or less in their 1922 production plans. The demands from this source are better, but not as good by any means as was expected. An average production of 35 per cent of normal in all manufacturing lines may be taken as the reason. The result is that locally stocks are fairly well maintained, and there is little replenishment on the part of retail interests here. The best that can be said for the situation at the moment is that more oak and maple are being taken for flooring purposes.

INDIANAPOLIS

Both retail yard demand and industrial demand show some improvement over two weeks ago. Prices are firm and with a continued demand the trade here believes there will be some upward revision of prices in some grades. During the past week there has been more activity shown in the furniture factories than for some time. Some of the activity is because of direct orders, while some is caused in making up stock in anticipating orders. There can be no doubt of the fact that the general situation is improved. The box manufacturers here report some orders and many inquiries, while the talking machine cabinet manufacturers say they are getting more business than for some time. Most of the industrialists, while not getting phenomenal orders, declare the orders are steady and are such as enable them to figure more accurately on the required production. The retail trade is the best this fall it has been for years. The big demand on the retail trade is for flooring, interior finish and sash and doors. Automobile body manufacturers here are busier than they were two weeks ago, largely because of the nearness of the winter season and the big demand for closed cars.

EVANSVILLE

There has been some improvement in trade with the hardwood lumber manufacturers of southern Indiana, southern Illinois and western and northern Kentucky during the past two weeks and manufacturers are feeling better over the trade outlook now than they have for some time past. September has brought in more orders and inquiries than the months of July and August. Collections are reported to be holding their own very well. General trade conditions are better than they were a month ago, and it is believed that there are fewer unemployed men than there were at the beginning of the present year. While many of the large mills in the tri-state section have been closed much of the time during the past six months, indications are that some of them will be able to resume operations within a short time. Lumber prices are holding very firm. There is not as much low grade lumber on the market now, and in fact the market has become more stabilized during the last two or three months. Logs are coming in fairly well, although the prices are high.

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow
for Maple Flooring

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

A good many logs are being gotten out along Green and Barren rivers in western Kentucky, and these will be rafted to the Evansville mills. Lumbermen say that the next two or three months ought to witness a marked improvement in their business, although they are not looking for anything like a boom this year. The furniture factories, as well as the other wood consuming plants here and those at Owensboro, Ky., Jasper, Ind., and other towns in this section are being operated on part time, although a few of the large plants in Evansville are running as high as fifty and fifty-four hours a week. Things are looking better, especially with the furniture manufacturers, and they express the belief that the recent furniture market held here had the effect of stimulating trade to a certain extent. Box manufacturers have been fairly busy. Sash and door manufacturers say the future is brighter than it has been for some time past. Plow manufacturers believe that their fall business will show some improvement. Carriage manufacturers also are looking upon the bright side of the trade picture.

LOUISVILLE

The hardwood trade is coming back into its own, and local lumbermen are very well satisfied. Inquiries have been brisk and orders very satisfactory, it being felt that late fall business will be good, and that things will be more active in the spring. Car supply will have some effect on volume this fall it is felt. The furniture trade is busier than it has been, and the veneer and panel trade is more active. Wagon and automobile as well as implement concerns are a little busier as a result of better agricultural conditions. It is reported that present business is better than at any previous time in a period of six months.

Oak is moving better and poplar is in fair demand. Ash is showing renewed activity and gum is selling well in red, but quiet in sap. Walnut has been good all season and there is a fair demand for mahogany. There is a demand for quartered oak, but practically no good stock to be had just now, resulting in quartered oak of 4-4 thickness being quoted at \$130 a thousand. Quartered red gum is quoted at \$100 for inch FAS and plain red gum at \$90. Common quartered red is \$55 and sap gum \$45 for FAS and \$26 for common. Poplar FAS is \$95 and sap \$75, with common at \$40. No. 1 common quartered oak is quoted at \$60; FAS, plain red oak, \$93, and white oak at \$95.

ST. LOUIS

The market has picked up during the past two weeks, due to speculative buying. Oak has been very much in demand and No. 1 common is the strongest grade of wood on the market.

Yellow cypress is still very weak and some lumbermen look for it to go still lower.

There has not been much factory buying.

One lumberman would not speculate as to whether the demand would continue, saying he had guessed wrong for about two years, and the only thing he cared to say was that things were better right now.

BEAUMONT

There is no hardwood market in this section to speak of, neither is there a movement to speak of. There are practically no changes to be noted, the few sales indicating anything but a market.

The production still continues the lowest in history, with no immediate prospects for an increase. Mills are fearful of putting stocks on their yards, for they are now experiencing some rather heavy losses by reason of the fact that they must get rid of some stuff to keep it from deteriorating into an unsalable condition.

So far as the general feeling is concerned, it has been in the present state so long that the manufacturers have become to consider it in the light of normal. They are certain it can get no worse on account of their plants being closed down, therefore nothing but improvement can be expected in the future.

TORONTO

There is an improved undertone in some sections of the lumber trade, including hardwood, which has caused a slight brightening up in the general situation. Hardwood wholesalers, who have been experiencing extreme inactivity for some weeks past, are beginning to see daylight again, although business is still far from normal. Lumber prices have of late receded to such an extent that production of the new cut was reduced to a minimum. Practically all the lumber that is now being offered for sale by the wholesale firms is of the old cut, and no important sales of new lumber have been reported by the producers, although inquiries indicate some measure of returning business. Consuming manufacturers at present are faced with the necessity of replenishing their stocks and buying, too, is picking up. Buyers have been holding off because of the possibility of

BEDNA YOUNG Lumber Company

Jackson, Tennessee

Sales Office, Indianapolis, Ind.
610 Lombard Building

Manufacturers of

Quartered White Oak Quartered Red Oak and Other Hardwoods

When in the market for
High Grade Lumber
please let us have your enquiries.

FOR SALE

Southern Hardwoods

OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
ING, OAK, ASH, CYPRESS AND GUM LUMBER

For Better Service

The Chapman & Dewey Lumber Co., after thirty-four years in Kansas City, Mo., announces the removal of the main offices of the company to the Bank of Commerce Building in Memphis, Tenn. The Memphis office will be in touch, by long distance telephone, with our yards and mills at Marked Tree, Arkansas. Our stock of 15,000,000 feet of Southern Hardwoods will be immediately available to fill your requirements.

Chapman & Dewey Lbr. Co.

Main Office, Bank of Commerce Bldg., Memphis, Tenn.

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Care All the Way Through

For years this firm has operated on a solid basis of conservatism. Care has characterized its every department. In log selection only the best is accepted; in manufacturing, quality outweighs quantity.

Soft textured oak ideal for good furniture, splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore make available to any line of woodworking a thoroughly reliable source of raw material.

Quick shipment, domestic or export, straight or mixed cars, all N. H. L. A. grades.

Try Stimson the Next Time

J. V. Stimson & Co.

Manufacturers of Fine Hardwoods

OWENSBORO

KENTUCKY

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 FAS	40,000'
4/4 Selects	20,000'
4/4 No. 1 Common	80,000'
4/4 No. 1 Com. & Btr.	50,000'
4/4 No. 2 Common	100,000'
5/4 FAS	30,000'
5/4 Selects	65,000'
5/4 No. 1 Common	50,000'
5/4 No. 2 Common	150,000'
8/4 No. 1 Com. & Btr	40,000'

SOFT ELM

4/4 No. 2 Com. & Btr.	75,000'
6/4 No. 2 Com. & Btr.	90,000'
8/4 No. 2 Com. & Btr.	20,000'

ASH

4/4 No. 2 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	25,000'

HARD MAPLE

4/4 6" and wider, 8' and longer	No. 1 Com. & Btr.	75,000'
5/4 No. 1 Com. & Btr.		200,000'
5/4 No. 2 Common		200,000'
6/4 No. 1 Com. & Btr.		70,000'
6/4 No. 2 Common		150,000'
8/4 No. 2 Com. & Btr.		200,000'
10/4 No. 1 Com. & Btr.		60,000'
12/4 No. 1 Com. & Btr.		30,000'

SOFT MAPLE

4/4 No. 2 Com. & Btr.	150,000'
6/4 No. 2 Com. & Btr.	14,000'
8/4 No. 1 Com. & Btr.	40,000'

BASSWOOD

4/4 No. 1 Com. & Btr.	200,000'
4/4 No. 2 Common	100,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

getting lower prices. Some of the wholesale interests feel that the market would be much more healthy if prices were raised a notch or two. It is pointed out that stocks in the hands of the wholesalers and manufacturers are much below normal and a brief spell of active buying would be sufficient to create something akin to famine conditions. There is some mystery about the extent to which hardwood operators will cut during the coming season. Reports have been almost unanimous that little or no cutting would be done by the various lumber companies. That would indicate that present prices are not attractive enough to tempt the producers to risk an active season's operations in the lumber camps. The stocks that are actually taken out will be manufactured into lumber at a much lower cost than last year. Radical wage cuts have been announced as scheduled for the coming season and it is a foregone conclusion that many fewer men will go into the lumber camps.

NEW ORLEANS

The recent rise in the price of cotton had a stimulating effect on business to a certain extent, but with a considerably larger number of inquiries and a few more sales due to this little flurry and the seasonal changes for the better, there is not much improvement to chronicle in the New Orleans hardwood market.

Production is still far below normal, it being estimated that in the extreme South and Southwest the amount probably does not exceed 25 per cent of normal. A gradual change on this score has been noticeable for the past two or three weeks. No further closing down has occurred for a month or two, while, on the other hand, the hardwood plants throughout the belt seemingly are slowly but steadily swinging back into action.

Stock on hand at the mills seems to be plentiful for the present demand. But the attitude of the Southern and Southwestern manufacturers seems to be that they should begin to turn out more stuff wherever practicable to meet subsequent demands, to which they look forward with substantially-based anticipation for the near future. Of the better grades, the over-stock is not so pronounced, for there has been more or less steady movement of the upper grades of hardwood lumber. But of the lower grades there is a very pronounced surfeit. In many quarters, it is estimated that stock of the lower grades on hand at the mills runs as high as 200 per cent of normal.

MILWAUKEE

In the last two or three weeks a change for the better has come about in the northern hardwood industry, which is influencing some important changes in the plans which many concerns had formulated in July and August to suspend production for an indefinite period because of the slow movement and heavy accumulation of stocks at mills and shipping points. The abandonment of logging operations this winter by a considerable number of interests in Northern Wisconsin and Upper Michigan likewise is said to be affected favorably by the recent developments.

The demand for lumber of all kinds has been more active in the past few weeks than during most of the year, and a much better feeling prevails now than in the first half. Around July 1 the northern industry was quite sharply committed to a policy of discontinuing production in woods and mills because of the large surplus and lack of volume in demands, but there has now come a reaction which is believed likely to change plans for the winter considerably. It will, however, be October 1 before a final decision is made by most of the important operators.

Industrial demand for hardwoods, while continuing on a hand to mouth basis, has increased somewhat, due to better conditions in the furniture, cabinet and interior woodwork fields. Prospects are that the improvement will be greatly accentuated during the winter, with a relatively heavy demand early in the spring of 1922. It is with this better demand in view that production plans probably will be changed, for present stocks, while large, would not last long if a real call for lumber is experienced in the next four or five months.

In the north, a good many mills have completed the season's run and are closing down for general overhauling and to await more definite information concerning future requirements upon which resumption will depend.

The general feeling throughout the industry in the North is said to be distinctly better, although there is much room for improvement.

ENGLISH

Churchill & Sims, of London, have the following to say in their September review of United Kingdom trade in American hardwoods:

The improvement in market conditions noted last month has been maintained, and a moderate amount of forward business has taken place. The chief demand has been for oak, more particularly for prime grade, the value of which has appreciated, but for medium grade shippers have in some cases accepted lower rates. More interest was also shown for prime whitewood. It is anticipated that when the holiday season is over a wider development in trade should be possible.

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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

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Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

Two machine men, also two bench men and cabinetmakers for planing mill, sash and door factory. Lyman Felheim Co., Erie, Pa.

WANTED—ASH REPRESENTATIVE

To sell to automobile concerns. Give references and salaries expected. Address Box 802, care Hardwood Record.

WANTED

Reliable, experienced hardwood lumber inspector or grader with knowledge small dimension stock manufacture. Period of employment three to nine months or longer. State education, experience, references and salary in first letter.

Director, Forest Products Laboratory, Madison, Wisconsin.

EMPLOYMENT WANTED

POSITION AS BAND SAW FILER

Large mill preferred. Will also consider planing mill job in good town. J. S. FIELDS, Pickens, W. Va.

WANTED

Position with a hardwood, veneer, plywood or panel manufacturing organization, by a 24-year-old man with six years' technical training and a desire to make good. Work connected with production preferred. Address Box 797, care Hardwood Record.

HARDWOOD LUMBER SALESMAN

Of long experience wants a position; well acquainted in Michigan and Ontario, Iowa, Illinois, Wisconsin and Minnesota. Best of references.

Address Box 796, care Hardwood Record.

POSITION WANTED

A successful southern hardwood band mill operator will be open for a position after Jan. 1st. My supply of timber will be exhausted at that time. Am capable of taking charge of complete operations from stump to market, having had twelve years' successful experience. Will consider connection only with high-class band mill operation. Address Box 799, care Hardwood Record.

DIMENSION STOCK WANTED

WANTED

30,000 feet 2x6½ Hard Maple clear stock What have you to offer? Address Box 784 care the HARDWOOD RECORD.

TIMBER FOR SALE

FOR SALE

50,000,000 feet of virgin pine and white oak. On railroad and near navigation; southeast Texas. Address 1604 Congress Avenue, Austin, Texas.

OVER 3 MILLION FEET

Cypress, Oak, Gum, Poplar Bay, 2½ miles station, \$3,000. Would contract to saw and load all on cars for purchaser \$15 per M ft., any size. Farm for sale. Address J. M. McNeel, McRae, Ga.

TRACT OF NICE GROWING TIMBER

Good investment, can manufacture from three to five million feet pine at present, 1,698 acres. All in growing timber except about 100 acres. Accessible to Virginian or Atlantic Coast Line R. R. Price \$50,000. Write BATTE & BROWDER, Jarratt, Va.

AMERICAN FOREST TREES

This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$5.00. For those who send in their order now, accompanied by check, we will make a special price of \$4.00.

A GREAT OPPORTUNITY

For operating now. All water transportation. Good harbors on the land. We offer for sale cheap on easy terms a large tract of Hardwood timber land, embracing mahogany, Spanish cedar and other valuable hardwood. Also large quantities of railroad ties and telegraph and telephone poles. There is a good demand now in Cuba for railroad ties at \$1.70 per tie. There are railroad ties enough on this property to more than pay for it. This tract is located on the Isle of Pines.

For further particulars, address the
INTERNATIONAL LUMBER & SUPPLY
COMPANY,

609 Merchants Bank Building,
St. Paul, Minn.

TIMBER AND SURFACE LANDS FOR SALE IN WEST VIRGINIA

E. A. Reid and E. B. Dyer, executors, in order to settle up the estate of George S. Couch, Sr., deceased, are offering for sale 11,000 acres of timber and surface lands mostly in Clay County, West Virginia, on the north side of Elk River, thirty miles above Charleston and on the Baltimore & Ohio Railroad.

This land was cut over twenty-two years ago under a contract for poplar and white oak only, down to sixteen inches. The timber will run about 5,000 feet to the acre, including pulp wood, and consists of poplar, all the oak, hickory, hemlock, chestnut, beech, sugar, etc. The land has a red clay soil and can be sold in farms after the timber is cut.

We are offering the land, surface and timber as a whole, or will sell the timber separately, and will sell on reasonable terms.

We will also sell in smaller parcels than the whole if desired.

For further information address E. A. Reid, President, Kanawha National Bank, or E. B. Dyer, Morrison Building, Charleston, W. Va.

LUMBER FOR SALE

CAR OAK

Commission man selling Railroads and car builders in Chicago district wishes to communicate with mill or wholesaler who can furnish Car Oak in quantities. Address Box 792, care HARDWOOD RECORD.

FOR SALE—HARD MAPLE

Two cars 2½"—1st and 2nds.

Two cars 2½"—No. 1 common.

Choice, dry, band sawn stock for immediate shipment. For attractive prices, address
HUNTINGTON & FINKE CO., Buffalo, N. Y.

LUMBER FOR SALE

Now on Chicago yard Several Hundred Thousand feet Qtd. and Pl. Oak and other Hardwoods, thoroughly dry. Will sell stock alone or stock and yard together as going business. Address Box 798, care Hardwood Record.

SEASONING OF WOOD

A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties.

Price Postpaid, \$5.00.

LUMBER FOR SALE

225 M feet 12/4 #2 C. & Btr. Soft Maple.

75 M feet 8/4 #2 C. & Btr. Soft Maple.

65 M feet 12/4 #2 C. & Btr. Soft Elm.

35 M feet 8/4 #2 C. & Btr. Soft Elm.

23 M feet 8 4 #2 C. & Btr. Hickory.

26 M feet 4 4 #2 C. & Btr. Red & White Oak.

20 M feet 8/4 #2 Com. & #1 Com., #2 Shop Cypress.

C. Wilson, Halls, Tenn.

FOR SALE

5 cars 4/4 Sound Wormy Oak No. 1 Common and Better worm holes no defect, 40% FAS.

10 cars 7x9 Red and White Oak Switch Ties, random lengths from 10 to 20' largely 14 and 16' lengths.

2 cars 4/4 No. 1 common Red Gum.

1 car 4/4 FAS Red Oak.

5 cars 4/4 No. 1 common Red Oak.

10 cars 4/4 No. 2 common Sap Gum.

INGRAM-DAY LUMBER CO., Lyman, Miss.

WANTED

Orders for

2 cars 5/64" R. C.

Northern Basswood

Battery Stock

2 cars 1/16" and

1/8" Birch Cut-Downs

Prompt Shipments

Write for Delivered

Prices and Full

Particulars.

KIEL WOODEN WARE CO.

Mellen (Ashland Co.), Wis.

MACHINERY WANTED

WANTED

100" veneer clipper and chain table. Address Box 789, care Hardwood Record.

TIMBER LANDS WANTED

WANT—TIMBERLANDS AND INCOME PROPERTIES

Any size, anywhere. Write Chas. A. Philidus, 510 East 120th St., New York.

PLANTS FOR SALE

FOR SALE

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

FOR SALE—SMALL SAWMILL

Retail lumber and tie business. Now running, plenty timber available. For particulars, write E. S. Staples, Villa Grove, Colo.

BOX AND PLANING MILL

Plant with planer, re-saw, rip saw, motor, etc., all in running order. Opportunity for practical mill man. Good lease on Railway siding. Also convenient for city delivery. Small payment will secure the whole thing. W. C. LAM, Box 1143, Norfolk, Va.

GOOD PLANING MILL

WITH SIDING FOR NINE CARS, IN THE HEART of the Spruce Producing Section of the Province of Quebec, capacity from three to eight cars per day. Also has a very profitable trade with a large group of mills and farmers; worth in profits per year almost as much as we are asking for the mill. Mill built Fall, 1919. An excellent opportunity for a Wholesaler or others who wish to do milling in transit. Cash or terms. Address

RIMOUSKI LUMBER CO., LTD.,
Rimouski, Que.

FOR SALE

Woodworking and Novelty Factory
60x90 ft.—Warehouse—Boiler House—Engine Room—Newly Equipped—Blower System, Skinner Engine, 125 H.P. Keeler Boiler—2-6" American four-side Moulder—Hawker Dowel Machine—Hermance Straight-edge Rip Saw—Andrew's Multiple Boring Machine—American Double End Tenoner—Lathes and other various woodworking machinery.

1,300-acre tract of timber, nine miles from the factory, six miles from progressive town of 5,000 people. New concrete State Road.

Location—Northern part of Pennsylvania.
Address Box 795, care Hardwood Record.

FOR SALE

Complete six foot Band Mill with steam feed, steam nigger and steam log deck kick. Power plant and electric light system, slab conveyor, lumber buggies, etc. Also complete logging outfit, including 4 miles of 35# steel rails, standard gauge skeleton log cars, Shay engine and log loader. Mule and cattle teams and wagons capable of logging mill up to five million feet Southern Hardwoods annually.

This mill is still in operation but will be cut out Jan. 1st and can be seen in operation up to that time. Will sell at a reasonable price and give terms to responsible parties. There is not a better balanced operation in the South and the entire organization could be moved to a new location and gotten underway quickly.
Address BOX 800, care Hardwood Record.

VENEERS FOR SALE

FOR SALE

75,000 ft. 1/8-inch Rotary cut veneer, log run; want best offer. Can make immediate shipment. WM. F. JOHNSON LUMBER CO., Indianapolis, Ind.

CLICK'S VENEER TABLES

A practical, indispensable book for use by all veneer manufacturers and users. Tables cover all inches and fractions from 1/16 inch to 148 inches in convenient supplemental tables, printed clearly on white bond paper and strongly bound in red leather. Price postpaid, \$7.50.

LUMBER WANTED

HARDWOOD LUMBER WANTED

Hickory flitch lumber, 2", 2 1/4" and 2 1/2" thick. Log run with mill culls out. Delivery and prices. Address William Merkel, Irvington, N. J.

WANTED

5 cars 2" No. 1 C. Red Gum.
10 cars 2" and 2 1/2" Red Gum Squares, 19 and 38" long, either green or dry. T. J. FINCH & BRO., Thomasville, N. C.

WANTED—WALNUT LUMBER

Several cars 1" to 2 1/2" log run or on grade. Also red and sap gum and dimension sizes in Walnut gum and other hardwoods. Quote Phila. rate with full description.

GIBSON LUMBER CO.,
Perry Bldg. Philadelphia, Pa.

WANTED

3 to 4 cars
1" to 2" Log Run Walnut
Buffalo Hardwood Lumber Co.,
940 Seneca St.,
Buffalo, N. Y.

WANT

To contract with reliable sawmills for about 50 carloads good grade of fresh sawn OAK PLANKS, 2" thick, 6 to 10" wide, 8 to 10 ft. long.

Address "GOODWOOD," care HARDWOOD RECORD.

BASSWOOD LUMBER WANTED

1 Car 1", 1s & 2s, 12', 10' 10".
8,000' 2", 1s & 2s, 12 & 14'.
4,000 5/4" & 6/4", 1s & 2s, 12'.

Quote F. O. B. New York City; these lengths to be accumulated and shipped the end of September.

Address Box No. 791, care HARDWOOD RECORD.

WANTED—WALNUT LUMBER

Will buy at right price 2" and 2 1/2" thick log run Walnut from good logs; also No. 2 common and better Walnut 8/4" and 2 1/2"; also Walnut shorts and clear dimension. Must be fairly dry. Quote delivered Philadelphia, giving full description of stock.

J. RICHARD JACKSON & BRO.,
Sixteenth and Chestnut Sts.,
PHILADELPHIA, PA.

DIMENSION STOCK FOR SALE

WANTED

Orders for White Oak and Hickory wagon stock.

Address ACME BOX COMPANY, Omaha, Nebr.

FOR SALE—HARDWOOD DIMENSION

Prefer sizes 1" thick and 2" thick. Can rip air dry lumber, any width or length. Will quote very close prices.

HUNTINGTON & FINKE CO., Buffalo, N. Y.

TALLY BOOKS

The Hardwood Record has been concentrating on the perfection of a tally book suitable to the most exacting demands of the trade. We are prepared to supply these books, both as to cover and tickets, doing such printing as is necessary to make a complete job. The tickets may be had in duplicate and triplicate, printed on waterproof paper, etc.

Prices on any specific job made on request.

BUSINESS OPPORTUNITIES

DESIRABLE CHICAGO YARD

Space for rent. About 26,000 square feet, C. M. & St. P. switch adjoining. Fenced and alleys graded and planked ready for use. Centrally located. Ideal for distributing or storage. Very reasonable rental. Address Box 803, care Hardwood Record.

WANTED

To represent Wholesalers and Consumers of Hardwood lumber on Commission. Am acquainted with all leading manufacturers in the South. Can get well manufactured lumber and prompt shipments. Give me a chance and let me prove what I can do. Address E. H. Stockamp, 640 S. Lauderdale Street, Memphis, Tenn.

WHAT HAVE YOU?

I am in the market for all kinds of Hardwood Lumber, Oak, Gum and Ash Furniture Squares, plain and quartered Oak Table Tops, Plow Handle Strips, Chair Stock in Oak and Gum, Implement and Wagon Stock in Oak and Ash. Send list of what you can furnish with best prices. W. A. NOBLE, 1002-3 Second National Bk. Bldg., Cincinnati, O.

BUSINESS OPPORTUNITIES

Parties owning Band Mill, Railroad and complete Logging Outfit capable of cutting five million feet annually wish to get in touch with parties owning Southern Hardwood Timber, with a view to making a deal to manufacture and market same under some mutually satisfactory arrangement. Have a complete organization now in operation and will be ready for a proposition by Jan. 1st, as our present timber holdings will be exhausted by that time.

Address BOX 801, care Hardwood Record.

LOGGING EQUIPMENT for SALE

FOR SALE—LOCOMOTIVES

24", 36" and Standard Gauge; 5 to 100 tons in weight; rod and geared;

FOR ALL CLASSES OF SERVICE
REBUILT IN OUR SHOPS, FIRST CLASS
CONDITION; IMMEDIATE SHIPMENT
FROM STOCK.

CARS, CRANES, ETC.
SOUTHERN IRON & EQUIPMENT CO.
ATLANTA, GA.

LOGS FOR SALE

MAHOGANY LOGS

Can deliver 500,000 feet per month No. 1 Mahogany Logs at \$65.00 per M, any Gulf port. For particulars address "MAHOGANY," care HARDWOOD RECORD, Chicago, Ill.

WALNUT STUMPS, VENEER LOGS

For sale. Lumber, Selected Stumps and Prime Veneer Logs.

WESTGATE WALNUT COMPANY,
Aurora, Ill.

FOR SALE

200,000' FINE WHITE OAK LOGS FOR
QUARTER-SAWING OR VENEER, LOADED
CARS SEARCY, ARKANSAS.

ACME BOX COMPANY, OMAHA, NEB.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

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FOR SALE—HOLT TRACTOR
ONLY USED A FEW MONTHS; PRICE, \$2,500. Address A. E. & L. O. Peck, Westfield, Mass.

FOR SALE

One No. 9 Reilly Boiler Feed Water Pump.
One Latta-Martin Air Lift Water Pump.
One 45" Double Exhaust Blower.
For price and specifications, address Paducah Box & Basket Co., Paducah, Ky.

MOTOR FOR SALE

One Westinghouse d. c., style S. K., constant speed, shunt-wound, 10-h.p., 230 volt, 37.5 amps., 1,150-r.p.m. temp. 40, like new. Price \$200.00. M. F. RAMAGE PLG. MILL, Little River, Kans.

FOR SALE

One Trevor 8' short log saw mill. Never been run. Complete with two 50" inserted tooth saws; price, \$350.00, F. O. B. Portland, Ore. Write us order.

NOBLE MACHINE COMPANY, Ft. Wayne, Ind.

FOR SALE

2—42-ton Shay Geared Lima Locomotives.
21—No. 2, 30,000 capacity, Russell Logging Cars.
1—McGiffert Combination Skidder and Loader. All above 36" gauge.
1—7' Iron Frame Garland Vertical Band Re-saw.
1—Smith & Vaile Steam Fire Pump.
1—15 K. W. DC. Electric Generator.
THE CADILLAC HANDLE COMPANY,
Cadillac, Mich.

MISCELLANEOUS

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TALLY SHEETS WITH WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other Supplies Will Be Sent on Request

FRANK R. BUCK & CO.

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BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

KINDLY SEND US YOUR INQUIRIES
for

Hardwoods and White Pine

MISCELLANEOUS

FOR SALE CHICAGO HARDWOOD YARD

Well located; in business over forty years. Will sell as going business or yard and stock separately.

Address Box 794, care Hardwood Record.

PROPS—TIMBERS

Mine Props and Timbers wanted by West Virginia firm. State specifications and quotations in first letter and also give loading point and name of railroad.

Address Box 793, care Hardwood Record.

LOGS WANTED

WANTED

Soft yellow poplar veneer logs 18" and up, preferably northern grown for cash. Send description and price. Address Box 788, care Hardwood Record.

WANTED

White or Red Oak Logs in Lengths from 24 ft. to 35 ft. long, sound stock, not necessarily clear, but must be first-class quality, delivered Owen Sound, Ont., not later than November 1st. State price and full particulars.

Keenan Brothers, Limited,
Owen Sound, Ont.

LUMBER FOR SALE

Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

4/4-16/4" Nos. 2 & 3	2/4" Select & Better
BEECH	4/4" No. 1 Shop
4/4" Log Run, 40% 14' & 16', 75% No. 1 & Btr.	8/4" No. 1 Shop
COTTONWOOD	4/4" No. 1 Common
1" Box Bds., 9-17", 40%	1" No. 2 Common
1" FAS Band Sawn	8/4" No. 2 Common
1" No. 1 Com., Bd. Sawn	YELLOW CYPRESS
1" Log Run, 75% No. 1 & B.	4/4" No. 1 Com., 1x10", 60% 14' & 18'
RED CYPRESS	ELM
1" Select and Better	10/4" Log Run, 75% No. 1 & Better

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY
ARCADE BUILDING, ST. LOUIS, MO.

Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Mills: Drew, Miss.; Osmeck, La.

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CHR. BRUUN

Dealer and Agent in

Hardwood and Pine Lumber and Logs

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DENMARK

Cable Address: "Mahogany"

J. F. Mueller & Son Co.

Estab. 1795 HAMBURG 27 Incorp. 1916

Cable Address: Holzmüller, Hamburg

WOOD BROKERS & AGENTS

MISCELLANEOUS

Saw Mill Machinery

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

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1440 No. Pitcher Street

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box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

Tanks For Sale

New and used, in all parts of the country

Over 4000 steel storage tanks
Over 2000 wood tanks
Over 500 tanks with agitators, jackets, etc.
Over 1800 rectangular tanks
Over 1500 glass or enameled tanks
Over 1200 steel pressure tanks
Over 15 tanks and towers

We make lowest price on new tanks of any character or kind anywhere.
Chemical and mechanical equipment.

LARGEST DEALERS IN TANKS

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OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

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CINCINNATI, OHIO

WRITE

Hardwood Record

for information about the

Bulletin Service

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 8/4, 12/4" reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

SEL. & BTR., 4/4, 5/4", 50% each thickness, 16 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

COM. & BTR., white, 10/4, 12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 8/4", good av. wdths., 50% 14 & 16", band sawn, 6 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2, 12/4", reg. wdths. & lgths.; NO. 3, 4/4", reg. wdths. & lgths. DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4, 8/4, 10/4", GEO. C. EHEMANN CO., Memphis, Tenn.

NO. 2 C., white, 8/4", G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4", GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., white, 4/4-16/4", good wdths. & lgths., dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C. & BTR., 1/4-12/4", reg. wdths. & lgths. HARRY H. MAUS, South Bend, Ind.

NO. 1 C. & BTR., Northern & Southern stock, 4/4-20/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

COM. & BTR., 4/4, 16/4", MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 & BTR., white, 4/4-16/4", good wdths. & lgths., dry, Ind. tough texture. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 2 C. & BTR., white, 5/4, 6/4, 8/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS. NO. 1 C., 16/4", std. wdths. & lgths., yr. dry, tough texture. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., white, 12/4", 14/4", reg. wdths. & lgths., 1-12 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & SEL., 4/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 2 C., 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS. white, 4/4-16/4", reg. wdths. & lgths., 4-6 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 6-10 mos. dry; NO. 1 C., 4/4-16/4", reg. wdths. & lgths., 6-10 mos. dry; NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 6-10 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry, northern, good texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & 2 C., 50%, each grade, yr. dry. BISSELL LBR. CO., Marshfield, Wis.

COM. & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4, 8/4". JACKSON & TINDLE CO., Grand Rapids, Mich.

FAS. 4/4"; SEL. & NO. 1 C., 4/4"; NO. 2 C., 4/4, 8/4"; NO. 2 C. & BTR., 5/4, 6/4"; NO. 3 C., 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhineclander, Wis.

LOG RUN, 4/4, 5/4", reg. wdths. & lgths. HARRY H. MAUS, South Bend, Ind.

NO. 2 & BTR., 8/4", good wdths. & lgths., dry, Ind. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 1 C., NO. 2 C., FAS. all 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., 75% FAS. 4/4, 6/4", av. wdth., 60% 14 & 16", dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

BEECH

NO. 2 & BTR., 4/4-8/4", good wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 2 C. & BTR., 4/4, 6/4", CYRUS C. SHAFER LBR. CO., South Bend, Ind.

LOG RUN, 5/8", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

BIRCH

NO. 2 C. & BTR., 1/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

FAS. 4/4", reg. wdths. & lgths., 10 mos. dry; SEL. NO. 1, both 4/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 5/4", reg. wdths. & lgths., 10 mos. dry; NO. 1 & BTR., 10/4, 12/4, 16/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 & 2, 5/4", reg. wdths. & lgths., 8 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 3, 4/4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4-12/4"; NO. 2 C., 4/4-8/4"; NO. 3 C., 4/4-6/4"; NO. 1 & 2 C., 1x4". MASON-DONALDSON LBR. CO., Rhineclander, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., (75% FAS) 4/4", av. wdths., 50% 14 & 16", 20% 10" & up, dry; SEL. & BTR., (75% FAS) 5/4", av. wdths., 50% 14 & 16", dry; NO. 1 & BTR., 8/4, 10/4, 12/4, 16/4", av. wdths. & lgths., dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

NO. 2 C., 4/4"; NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 6/4", good wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 1 C., 4/4", reg. wdths., std. lgths., 2 yrs. dry; NO. 2 C., 8/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

FAS. 4/4", 6" & wider, 60% 14 & 16", 6 mos. dry, band sawn; NO. 1 & BTR., 4/4", 13" & wider, 50% 14 & 16", yr. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

FAS. 4/4", 6-12", reg. lgths.; NO. 1 C. & SEL., 4/4", reg. wdths. & lgths. DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths. DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4, 6/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4, 5/4, 6/4". GRISMORE-HYMAN CO., Memphis, Tenn.

LOG RUN, 4/4". (At Louisiana, Mo.) KING MILL & LBR. CO., Paducah, Ky.

FAS. NO. 1 C., NO. 2 C., all 4/4". NORTH VERNON LUMBER MILLS, North Vernon, Ind.

NO. 1 C. & SEL., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 C., NO. 3 C., both 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 C., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 SHOP, 4/4", good av. wdth., 50% 14 & 16", 6 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

S. & B., 4/4-6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4, 5/4, 6/4, 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS. SELS., NO. 1 SHOP, NO. 2 SHOP, NO. 1 BOX, all 4/4". (At Fort Wayne, Ind.) KING MILL & LBR. CO., Paducah, Ky.

SHOP & BTR., 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS. 4/4, 5/4", reg. wdths. & lgths.; SELS., 6/4", reg. wdths. & lgths.; NO. 1 SHOP, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 6-8-10", reg. lgths.; NO. 2 C., 4/4", 8-10-12", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 5/4, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 10/4, 12/4", ran. wdths., 50% 11 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5/4, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

COM. & BTR., 8/4, 10/4, 12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 6/4, 8/4", reg. wdths. & lgths.; NO. 3 C., 5/8, 3/4", reg. wdths. & lgths. DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4, 5/4, 6/4, 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

LOG RUN, 6/4-12/4", good wdths. & lgths. H. A. HOOVER, South Bend, Ind.

NO. 2 & 3 C., 4/4". HYDE LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN, (25% NO. 2), 5/4", all wdths., 50% 14 & 16", 3 mos. dry; LOG RUN, (25% NO. 2), 6/4, 10/4", all wdths., 50% 14 & 16", 8 mos. dry. JEROME HDWD. LBR. CO., Jerome, Ark.

LOG RUN, 8/4", (Louisiana, Mo.); LOG RUN, 8/4, 10/4, 12/4", (at Alton, Ill.) KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths. HARRY H. MAUS, South Bend, Ind.

NO. 2 C. & BTR., 4/4-14/4", reg. wdths. & lgths., northern or southern. R. B. MAXSON, South Bend, Ind.

COM. & BTR., 4/4-12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS. 5/8, 4/4, 8/4, 12/4"; NO. 1 C., 5/8, 4/4, 8/4, 12/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 2 C. & BTR., 6/4, 10/4, 12/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 10/4", 8 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

FAS & NO. 1 C., 4/4", std. wdths. & lgths., yr. dry, Ark. stock. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

LOG RUN, 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

ELM—ROCK

LOG RUN, 8/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

GUM—PLAIN RED

FAS. 4/4, 5/4", good av. wdths., 50% 14 & 16", 6 mos. dry, band sawn; FAS. 6/4, 8/4", good av. wdths., 60% 14 & 16", yr. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C., 4/4", all wdths., 50% 14 & 16", yr. dry. JEROME HDWD. LBR. CO., Jerome, Ark.

NO. 1 C., NO. 2 C., both 5-8". NORTH VERNON LBR. MILLS, North Vernon, Ind.
ALL GRADES, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths.; dry. RAY B. MAXSON, So. Bend, Ind.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 & BTR., SND, 8/4", av. 9", 50% 14 & 16", 9 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.
NO. 1 C. & SEL., 5/8 & 3/4", reg. wdths. & lgths.; FAS, SND, 5/8, 3/4", reg. wdths. & lgths.; NO. 1 C. & SEL., SND, 5/8, 3/4", reg. wdths. & lgths. DARNELL-LOVE LBR. CO., Leland, Miss.
LOG RUN, 4/4-8/4": LOG RUN, SND, 8/4", GRISMORE-HYMAN CO., Memphis, Tenn.
FAS, 4/4", reg. wdths. & lgths., yr. dry; FAS, 5/4", reg. wdths. & lgths., 10 mos. dry; NO. 1 C., 4/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 5/4", reg. wdths. & lgths., 10 mos. dry. MOSSMAN LBR. CO., Memphis, Tenn.
NO. 1 C. & BTR., SND, 8/4", 8 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.
NO. 1 C. & BTR., SND, 5/4, 8/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS, NO. 1 C. & 2 C., both 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C. & BTR., qtd. 6/4, 8/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.
NO. 1 C., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry; NO. 2 C. & BTR., 6/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.
FAS, pl., 5/8", 6-12", reg. lgths.; FAS, 3/4", 13-17", reg. lgths.; FAS, 4/4", 18-21", reg. lgths.; NO. 1 C. & SEL., 3/4", reg. wdths. & lgths.; NO. 2 C., 8/4", reg. wdths. & lgths. DARNELL-LOVE LUMBER CO., Leland, Miss.
NO. 2 C. & BTR., 5/8-5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
NO. 2 C., 4/4, 5/4", all wdths., 50% 14 & 16", yr. dry; FAS, 6/4", 6" & up, 50% 14 & 16", yr. dry; NO. 1 C., 6/4", all wdths., 50% 14 & 16", yr. dry. JEROME HDWD. LBR. CO., Jerome, Ark.
ALL GRADES, pl. & qtd., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.
NO. 1 C. & BTR., pl., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn.
NO. 1 C. & BTR., qtd., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn.
L. D. MURRELLE LBR. CO., Memphis, Tenn.
NO. 1 C., 4/4", CYRUS C. SHAFER LBR. CO., South Bend, Ind.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 2 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.
NO. 1 C. & BTR., qtd. blk., 4/4", ran. wdths. & lgths., 50%-60% 14 & 16", 6 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.
COM. & BTR., 4/4, 5/4": LOG RUN, tupelo, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
LOG RUN, pl. R. & S., 5/8-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.
COM. & BTR., qtd. SND, 6/4-12/4", good wdths. & lgths. H. A. HOOVER, South Bend, Ind.
NO. 3 C., 4/4". HYDE LBR. CO., South Bend, Ind.
FAS, NO. 1 C., NO. 2 C., all 4/4". KING MILL & LBR. CO., Paducah, Ky.
FAS & NO. 1 C., fig. red, 4/4-8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
NO. 1 C., pl. & qtd., red, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

HICKORY

LOG RUN, 6/4"; LOG RUN, pecan, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.
LOG RUN, 8/4", ran. wdths. 50-60% 14 & 16", 6 mos. & over dry; MILL RUN, PECAN, 8/4", ran. wdths. & lgths., 50% to 60% 14 & 16", 6 mos. & over dry. The BREECE MFG. CO., Portsmouth, O.
LOG RUN, pecan, 6/4". GEO. C. BROWN & CO., Memphis, Tenn.
COM. & BTR., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
LOG RUN, 6/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
NO. 2 C. & BTR., pecan, 5/4, 6/4, 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.
FAS, NO. 1 C., southern stock, 6/4", std. wdths. & lgths., 6 mos. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.
LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.
NO. 2 C. & BTR., 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

LOCUST

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.
FAS, NO. 1 C., NO. 2 C., all 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

MAGNOLIA

NO. 2 C. & BTR., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAHOGANY

ALL THICKNESSES, HONDURAS & MEX., 12/4, 16/4", especially dried. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

MAPLE—HARD

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.
COM. & BTR., 8/4, 10/4, 12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
END PILED, white and qtd., 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 4/4-12/4"; NO. 3, 4/4, 5/4, 6/4". JACKSON & TINDLE CO., Grand Rapids, Mich.
FAS, 4/4"; NO. 1 & 2 C., 4/4"; NO. 2 C. & BTR., 5/4"; NO. 1 C. & BTR., 6/4, 8/4, 10/4, 12/4"; NO. 2 C., 6/4, 8/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.
NO. 2 & BTR., 4/4-12/4", good wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.
NO. 1 C. & BTR., 8/4, 12/4", Ind., reg. wdths. & lgths., dry. POWELL-MYERS LBR. CO., South Bend, Ind.
NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.
LOG RUN, 8/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.
NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.
NO. 2 & BTR. (not over 25% NO. 2) 8/4", 20 mos. dry. BISSELL LBR. CO., Marshfield, Wis.
LOG RUN, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.
LOG RUN, 4/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
LOG RUN, spot worms, no def., 4/4 to 13/4". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4-10/4", reg. wdths. & lgths. HARRY H. MAUS, South Bend, Ind.
COM. & BTR., 4/4-12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
LOG RUN, 10/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.
NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.
LOG RUN, 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.
NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

NO. 2, 5/8", reg. wdths. & lgths.; NO. 3, 5/8, 3/4", reg. wdths. & lgths. DARNELL-LOVE LBR. CO., Leland, Miss.
NO. 2 C. & BTR., 4/4"-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
FAS, 8/4"; NO. 1 C., 8/4"; NO. 2 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS, 4/4", 9-10", 50% 14 & 16" long, 3 mos. dry; FAS, 5/4, 9-10", 35% 14 & 16", 8 mos. dry; FAS, 8/4", 9-10", 50% 14 & 16", 8 mos. dry; NO. 1, 4/4", 8/4", 50% 14 & 16", 8 mos. dry; NO. 1, 5/4", 50% 14 & 16", 6 mos. dry; NO. 1, 6/4", 60% 14 & 16", 6 mos. dry; NO. 2, 4/4", 50% 14 & 16", 8 mos. dry; SD. WORMY, 4/4", 50% 14 & 16", 6 mos. dry; STEP PLANK, pl. 5/4", 40% 14 & 16", 8 mos. dry. MILLER LBR. CO., Marianna, Ark.
FAS, NO. 1 C., both 4/4", reg. wdths. & lgths., yr. dry. MOSSMAN LBR. CO., Memphis, Tenn.
NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
NO. 1 C., 4/4", Ind., reg. wdths. & lgths., dry. POWELL-MYERS LBR. CO., So. Bend, Ind.
NO. 1 & 2 C., 4/4"; NO. 1 C. & BTR., 5/4, 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.
FAS, 6/4", 6 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.
NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 3/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4". BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 & 2, 4/4", 55% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.
NO. 1 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.
NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 4/4, 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 & BTR., 5/8-6/4", reg. wdths. & lgths., DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
NO. 1 C., 8/4, 10/4". G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS, 4/4, 9-10", 50% 14 & 16", 3 mos. dry; NO. 1, 4/4", 50% 14 & 16", 8 mos. dry; NO. 1, 6/4, 8/4", 40% 14 & 16", 8 mos. dry; NO. 2, 4/4", 45% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.
FAS, 4/4", reg. wdths. & lgths., 10 mos. dry; NO. 1 C., 4/4", reg. wdths. & lgths., yr. dry. MOSSMAN LBR. CO., Memphis, Tenn.
NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
FAS, 4/4", reg. wdths. & lgths.; NO. 1 C. & SEL., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.
NO. 1 C., 4/4", 5/4"; NO. 2 C., 4/4"; SD. WORMY, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 1 & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.
NO. 1 C., 5/8, 5/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 C., 4/4, 5/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.
NO. 1 C. & SEL., 3/4", reg. wdths. & lgths.; NO. 2 C., 3/4", reg. wdths. & lgths. DARNELL-LOVE LUMBER CO., Leland, Miss.
NO. 2 C. & BTR., 5/8-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
FAS, 4/4", av. 7 1/2", 50% 14 & 16", 3 mos. dry; FAS, 5/4", av. 7 1/2", 50% 14 & 16", 6 mos. dry; FAS, 6/4", av. 7 1/2", wide, 60% 14 & 16", 3 mos. dry; FAS, 8/4", 8", 65% 14 & 16", 3 mos. dry; NO. 1, 4/4, 5/4", 60% 14 & 16", 6 mos. dry; STRIPS CLEAR SND, 4/4", 50% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.
NO. 1 C. & BTR., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
NO. 1 & 2 C., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.
FAS, 4/4, 5/4, 6/4, 8/4", 1/2, 3/4"; STRIPS SND, 1x2 1/2-3 1/2, 1x1-4 1/2". STIMSON VENEER & LUMBER CO., Memphis, Tenn.
NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 3/4, 4/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
FAS, 5/8, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 3/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 C. & BTR., pl. & qtd. R. 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C. & BTR., SD. WORMY, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.
DG. BDS., qtd., white. BELLGRADE LBR. CO., Memphis, Tenn.
SD. WORMY, COM. & BTR. TRAM. PLANK, all 8/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.
COM. & BTR., pl., 8/4, 10/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
COM. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
LOG RUN, pl. R. & W., 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.
COM. & BTR., 4/4-12/4", good wdths. & lgths., dry. H. A. HOOVER, South Bend, Ind.
SD. WORMY, 4/4"; NO. 3 C., 4/4". HYDE LBR. CO., South Bend, Ind.
NO. 3, R. & W. 4/4", 50% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.
ALL GRADES, pl. & qtd., 4/4", good wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., South Bend, Ind.
NO. 1 C. & BTR., Ind. R. & W., 5/4", reg. wdths. & lgths., dry. POWELL-MYERS LBR. CO., South Bend, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 11)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-11-67) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 11) **BARR-HOLADAY LUMBER CO.**
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
Manufacturer, Greenfield, **OHIO**

(*See page 9) **J. H. Bonner & Sons**
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 11)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

(*See page 11)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, **ARKANSAS**

Oak is the standard by which other lumbers are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 24)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 33)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
WIDE ALL IN NOT PICKED OVER
HARDWOODS
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 3)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page —)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 63)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
(*See page 9)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 40)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1234

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 9)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 62)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Str. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

"The Oak Is the Most Majestic of Forest Trees."—Loudon.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 52)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 39)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page —)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths



A CREDIT BUSINESS

Perfectly Good by Consulting the

RED BOOK

Contains Names and Ratings of

All Who Buy and Sell Lumber in Any Form

SUCCESSFUL COLLECTION DEPARTMENT TOO

Write for terms and particulars

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO NEW YORK

Time Is the Test of Worth HARDWOOD RECORD

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD

NO. 1 C., plain, 4/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

FAS, NO. 1 C., 12/4", std. widths. & lgths., 2 yrs. dry., Ind. stock. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 1 C. & FAS, pl., 4/4", reg. widths. & lgths., dry; NO. 1 C. & FAS, qtd., 4/4, 5/4, 5/4", reg. widths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

POPLAR

COM. & BTR., 4/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good widths. 60% 14 & 16", 6 mos. dry, band sawn. NO. 1 C. & BTR., 4/4", qtd., good widths., 60% 14 & 16", 6 mos dry, band sawn. L. D. MURKELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8-16/4", reg. widths. std. lgths., 2 yrs dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/8", reg. widths. & lgths. & lgths.; FAS, sap, 5/8", reg. widths. & lgths.; NO. 1 C., 5/8"-4/4", reg. widths. & lgths.; NO. 2 A. & B. C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4", ran. widths., 50-60%, 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, FAS, NO. 2 C., all 4/4"; LOG RUN, 12/4"; LOG RUN, 8/4" (at Louisiana Mo.). KING MILL & LBR. CO., Paducah, Ky. COM. & BTR., 6/4, 10/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

LOG RUN, NO. 1 C., NO. 2 C., pl., all 4/4"; FAS, NO. 1 C., NO. 2 C., all 5/8". NORTH VERNON LUMBER MILLS, North Vernon, Ind.

WALNUT

NO. 1 & BTR., NO. 2, straight, 5/8-16/4", good widths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 1 C. & BTR., 1/2"; NO. 1 C., 4/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS

CEDAR

COM. & BTR., Tenn., red., 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

SASSAFRAS

COM. & BTR., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, rotary cut, 1/8", 1/16", 6" & wider, 48" & longer (very good lgths.). BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long. 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

Striped mottled, AFRICAN & HONDURAS; PL. HONDURAS, drawer bottom stock, unusually fine stock. FREIBERG MAHOGANY CO., Cincinnati, O.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y. FOUR—HARDWOOD RECORD—West

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN

& CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QTD. SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32; 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

WALNUT

SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind.

SLICED & ROTARY CUT, highly figured. FREIBERG MAHOGANY CO., Cincinnati, O. 1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE HAVE A GOOD STOCK OF
5/8 to 16/4 ASH

AND A COMPLETE STOCK OF
4/4 to 8/4 POPLAR

LET US HAVE YOUR INQUIRIES

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

Space—Plus—Service

- 1—Space
(Buying Power, \$376,000,000)
- 2—Bulletin
of Consumers
- 3—Copy Writing
- 4—"Hardwoods For Sale"
Section

Economy Commensurate With Value
HARDWOOD RECORD

"SEEING IS BELIEVING"

Let us demonstrate to you that we
can and will furnish you

QUALITY HARDWOODS

and render **Efficient Service** at
Reasonable Prices. This can only
be done by your examining the
stock for yourselves; a sample car
is the **Answer.**

WE STRIVE TO PLEASE

R. R. May Hardwood Co.
616 INTERSOUTHERN BUILDING

W. P. Brown & Sons Lumber Company

INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

Mason-Donaldson Lumber Company

RHINELANDER, WISCONSIN

Manufacturers of

Northern Hardwoods
PINE, HEMLOCK & TAMARACK

BASSWOOD		6 3/4" No. 2 Common 85,000'
4 1/2" FAS.	7,000'	8 1/2" No. 1 C & B 10,000'
4 1/2" S1 & N 1 C 1,000'		8 1/2" No. 2 Common 10,000'
4 1/2" No. 2 Common 10,000'		10 1/2" No. 1 C & B 80,000'
5 1/2" No. 2 C & B 125,000'		12 1/2" No. 1 C & B 90,000'
5 1/2" No. 1 Common 90,000'		
6 1/2" No. 2 C & B 140,000'		SOFT ELM
6 1/2" No. 3 Common 60,000'		4 1/2" No. 2 C & B 180,000'
8 1/2" No. 2 Common 110,000'		4 1/2" No. 3 Common 60,000'
		5 1/2" No. 3 Common 72,000'
		6 1/2" No. 3 Common 50,000'
		8 1/2" No. 2 C & B 55,000'
BIRCH		
4 1/2" 12 1/4" No. 1 C & B		
1 1/2" 8 1/4" No. 2 Common		
1 1/2" 6 3/4" No. 3 Common		
1 1/2" No. 1 & 2 Common 70,000'		
HARD MAPLE		
4 1/2" FAS.	1,000'	
4 1/2" No. 1 & 2 Common 250,000'		
6 1/2" No. 1 C & B 220,000'		
5 1/2" No. 2 C & B 177,000'		
		ASH
		4 1/2" No. 2 C & B 140,000'
		4 1/2" No. 3 Common 65,000'
		BIRCH & MAPLE SQUARES
		1 1/2" 18" x 18" 1 car
		1 1/2" 12" x 12" 1 car
		1 1/2" 14" x 14" 1 car
		1 1/2" 16" x 16" 1 car

MODERN PLANING MILL IN CONNECTION

YOUR INQUIRIES SOLICITED

Is your \$ buying 100c worth of Fire Insurance?

The members of this Exchange — (among the number being many of the most representative men in the lumber industry) — are buying *their*

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Following are some of the reasons why we can offer this *safe insurance AT COST*. They will interest you.

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4/4" No. 1 Common Cypress.....	10 Cars
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INCORPORATED
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BAND SAW MILLS

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Concentration

Illinois	\$57,245,000
Indiana	41,025,000
Ohio	36,300,000
Michigan	74,020,000
Wisconsin	53,025,000

Total BUYING POWER* \$261,615,000

*Buying power of Hardwood Record subscribers in the states named

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The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

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Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

17 *We Manufacture* 17

17 Different Kinds

OF NORTHERN HARD AND SOFT WOOD

LUMBER

ASK FOR QUOTATIONS

VON PLATEN-FOX COMPANY

17 IRON MOUNTAIN, MICHIGAN 17

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING M.F.M.A. ASSOCIATION
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Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

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WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
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ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO



WHAT about your future hardwoods? It is obviously no time to preach "lumber shortage" and we have no such purpose. But it is true that practically no lumber is being made and present shipments are slowly, but surely, wearing down stocks. It is only a question of time when there will be nothing left but a broken lot of low grade for there is no physical possibility of measurably increasing production for many months.

Now comes the easing of the cotton situation—releasing the money with which to carry present mill stocks.

Our judgment is by no means infallible, but doesn't it look to you as though these circumstances would make it a logical time to buy at least a moderate stock? We have further information that would be of vital interest to any lumber buyer who will address us.

ANDERSON-TULLY COMPANY

MEMPHIS

TENNESSEE

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

When in Need of
Northern Hardwoods

WRITE
STEARNS & CULVER
LUMBER CO.
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Our Specialty Is **AMERICAN WALNUT**
Lumber and Veneers

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

We Also Handle

MAHOGANY
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Home Office: Cincinnati, Ohio
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Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, OCTOBER 13, 1921

Subscription \$2
Vol. LI, No. 12

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Quality—GOLDEN RULE—Service

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Southern Hardwood Manufacturers

70,000,000 feet a year

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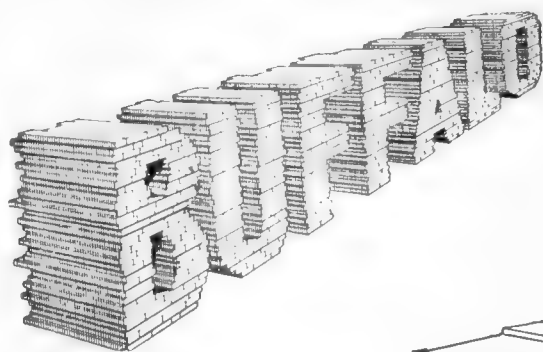
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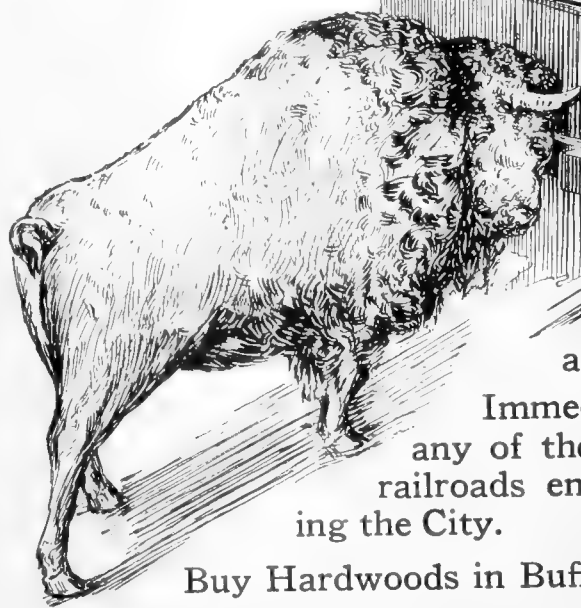
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HARD MAPLE

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FOR HARDWOODS



**Do you
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shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

Buy Hardwoods in Buffalo

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH

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TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

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ALL KINDS OF LUMBER

ESTABLISHED 1881
965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

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HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

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Manufacturers' Agent

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HARDWOODS

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Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

The Powell-Myers Lumber Co.

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Band sawn pattern stock—Furniture & vehicle dimension

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

THICK STOCK A SPECIALTY

The Hyde Lumber Co.

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Oak, Gum, Cottonwood, Elm, Ash, Tupelo

The Woodruff-Powell Lumber Co.

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POPLAR and WALNUT

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Concentrating Yards:

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Fir, Spruce, Hemlock, Cedar, White Pine

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HARDWOODS**

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HARDWOODS AND YELLOW PINE

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Northern and Southern Hardwoods

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods

BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City

Hardwood Products Par Excellent

Buyers requiring an exact standard of manufacture plus lumber cut from good timber will find it in our band-sawn White and Red Oak, Ash, Gum and other Arkansas hardwoods.

In addition to affording a reliable source of supply for these items, we also offer you the practical convenience of filling out special schedules with finely manufactured Oak Flooring, square edge parquetry strips, oak trim and moulding, which can be shipped in the same car.

Ours is a service of unusual scope and value, which it will pay you well to investigate.



Correspondence invited

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MANUFACTURERS

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Oak Flooring Plants: LITTLE ROCK; MEMPHIS

BARR-HOLADAY LUMBER CO.

*Manufacturers of High Grade
Southern Hardwoods*

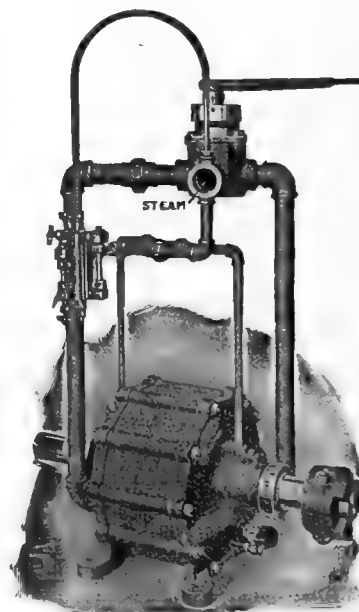
Main Office: Greenfield, Ohio

Band Mill: Louise, Miss.

Branch Office: Indianapolis, Ind.

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK	10/4" No. 1 Com. & Btr.. 2 cars
4 1/4" FAS 1 car	PLAIN MIXED OAK
4 1/4" No. 1 Common..... 3 cars	3/4" Sound Wormy 5 cars
QUARTERED RED OAK	4 1/4" Sound Wormy 5 cars
4 1/4" FAS 2 cars	QUARTERED RED GUM
4 1/4" No. 1 Common..... 3 cars	4 1/4" No. 1 Common..... 2 cars
5 1/4" No. 1 Common..... 2 cars	5 1/4" No. 1 Common..... 2 cars
6 1/4" No. 1 Common..... 1 car	5 1/4" No. 1 Common..... 1 car
PLAIN WHITE OAK	8 1/4" No. 1 Common..... 1 car
4 1/4" No. 1 Common..... 2 cars	PLAIN SAP GUM
PLAIN RED OAK	4 1/4" No. 1 Com. & Btr... 5 cars
5 1/8" FAS 1 car	5 1/4" No. 1 Com. & Btr... 4 cars
4 1/4" FAS 1 car	6 1/4" No. 1 Com. & Btr... 3 cars
6 1/4" FAS 1 car	ELM
5 1/8" No. 1 Common..... 1 car	6 1/4" No. 2 Com. & Btr... 2 cars
4 1/4" No. 1 Common..... 5 cars	8 1/4" No. 2 Com. & Btr... 4 cars
5 1/4" No. 1 Common..... 2 cars	10 1/4" No. 2 Com. & Btr... 3 cars
6 1/4" No. 1 Common..... 2 cars	12 1/4" No. 2 Com. & Btr... 5 cars
8 1/4" No. 1 Common..... 1 car	6 1/4" No. 2 Common..... 4 cars



**On the
SAWYER**

depends the getting out of lumber at least cost.

Give him a
**SOULE
STEAM-FEED**

and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS
Box 352
MERIDIAN, MISS.

MEMPHIS

TENNESSEE U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS

MEMPHIS

1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car

Dudley Lumber Company

4 1/2" FAS. Q. 18,000'	8 1/2" No. 1 Com. & Sel. 10,000'
5 1/2" FAS. Q. 18,000'	4 1/2" Loc. Run 10,000'
6 1/2" FAS. Q. 18,000'	4 1/2" FAS. 36,000'
8 1/2" FAS. Q. 18,000'	5 1/2" FAS. 12,000'
5 1/2" FAS. Plain 6,000'	6 1/2" FAS. 11,000'
6 1/2" FAS. Plain 6,000'	8 1/2" FAS. 6,000'
4 1/2" No. 1 Com., Qtd. 34,000'	4 1/2" No. 1 Com. & Sel. 65,000'
5 1/2" No. 1 Com., Qtd. 21,000'	5 1/2" No. 1 Com. & Sel. 22,000'
6 1/2" No. 1 Com., Qtd. 15,000'	6 1/2" No. 1 Com. & Sel. 16,000'
4 1/2" No. 1 Com., Plain 27,000'	8 1/2" No. 1 Com. & Sel. 15,000'
5 1/2" No. 1 Com., Plain 27,000'	4 1/2" FAS. 16,000'
6 1/2" No. 1 Com., Plain 6,000'	4 1/2" No. 1 Com. & Sel. 4,000'
8 1/2" No. 1 Com. Plain 6,000'	3 1/2" FAS. 35,000'
QUARTERED RED GUM	4 1/2" FAS. 20,000'
4 1/2" FAS. 11,000'	5 1/2" FAS. 27,000'
5 1/2" FAS. 17,000'	4 1/2" No. 1 Com. & Sel. 52,000'
6 1/2" FAS. 16,000'	
8 1/2" FAS. 5,000'	
4 1/2" No. 1 Com. & Sel. 39,000'	
5 1/2" No. 1 Com. & Sel. 53,000'	
6 1/2" No. 1 Com. & Sel. 28,000'	

Memphis Band Mill Co.

Partial List Dry Stock

PLAIN RED GUM	SOFT ELM
4 1/2" No. 1 Com. & Sel. 5 cars	10 1/2" Log Run 2 cars
4 1/2" FAS. 5 cars	12 1/2" Log Run 3 cars
QUARTERED RED GUM	BEECH
8 1/2" No. 1 Common 3 cars	6 1/2" Log Run 5 cars
8 1/2" No. 1 C & B, S&D 7 cars	ASH
PLAIN SAP GUM	5 1/2" No. 1 Common 3 cars
4 1/2" FAS. all 12" 1 car	6 1/2" No. 1 Common 3 cars
5 1/2" No. 1 Com. & Btr. 5 cars	8 1/2" No. 1 Common 4 cars
6 1/2" No. 1 Common 7 cars	CYPRESS
6 1/2" No. 2 Common 1 car	4 1/2" No. 1 Shop 2 cars
10 1/2" No. 1 Com. & Btr. 2 cars	6 1/2" No. 1 Shop 3 cars
12 1/2" No. 1 Com. & Btr. 1 car	6 1/2" Sel. & Btr. 2 cars
MAPLE	
6 1/2" Log Run 2 cars	

Stillions-Mingea Lumber Co.

Mill: Rome, Miss. Sales Office: Memphis, Tenn.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car
1 1/2" FAS. 12" up, 8 1/2' 1 car	1 1/2" FAS. 12" up, 8 1/2' 1 car

Goodlander-Robertson Lbr. Co.

QUARTERED WHITE OAK	QUARTERED RED OAK
1 1/2" FAS. 5,000'	1 1/2" FAS. 10,000'
5 1/2" FAS. 4,000'	1 1/2" No. 1 Common 175'
6 1/2" FAS. 3,000'	PLAIN WHITE OAK
8 1/2" FAS. 10,000'	8 1/2" No. 1 Common 114'
1 1/2" FAS. 10,000'	PLAIN RED OAK
3 1/2" FAS. 10,000'	3 1/2" FAS. 38,000'
3 1/2" No. 1 Common 11,000'	5 1/2" FAS. 22,000'
1 1/2" No. 1 Common 17,000'	6 1/2" FAS. 25,000'
5 1/2" No. 1 Common 5,000'	QUARTERED RED GUM
4 1/2" No. 1 Common 466,000'	5 1/2" FAS. 75'
5 1/2" No. 1 Common 13,000'	8 1/2" FAS. 100'
6 1/2" No. 1 Common 15,000'	1 1/2" No. 1 Common 16'
8 1/2" No. 1 Common 20,000'	

Stimson Veneer & Lbr. Co.
INCORPORATED

QUARTERED WHITE OAK	4 1/2" Box Bds. 13-17" 1 car
4 1/2" Is & 2s 1 car	4 1/2" No. 2 Com. & Btr. 5 cars
4 1/2" No. 1 & No. 2 Com. 5 cars	7 1/2" Is & 2s 3 cars
5 1/2" No. 1 Com. & Btr. 2 cars	6 1/2" No. 2 Com. & Btr. 5 cars
6 1/2" No. 1 & Btr. 1 car	QTD. RED GUM, S. N. D.
PLAIN WHITE OAK	5 1/2" No. 1 Com. & Btr. 4 cars
4 1/2" Is & 2s 1 car	6 1/2" No. 1 Com. & Btr. 3 cars
4 1/2" No. 1 & No. 2 Com. 2 cars	8 1/2" No. 1 Common 5 cars
6 1/2" No. 1 Com. & Btr. 1 car	PLAIN RED GUM
PLAIN RED OAK	4 1/2" No. 1 Common 1 car
3 1/2" No. 1 & No. 2 Com. 5 cars	6 1/2" No. 1 Common 1 car
4 1/2" Is & 2s 1 car	QUARTERED RED GUM
4 1/2" No. 1 & No. 2 Com. 3 cars	5 1/2" No. 1 Com. & Btr. 2 cars
5 1/2" No. 1 Com. & Btr. 5 cars	6 1/2" No. 1 Com. & Btr. 4 cars
MIXED OAK	8 1/2" No. 1 Common 4 cars
3 1/2" Sound Wormy 1 car	QUARTERED BLACK GUM
4 1/2" Sound Wormy 3 cars	8 1/2" No. 1 Com. & Btr. 3 cars
PLAIN SAP GUM	ASH
5 1/2" Is & 2s 1 car	5 1/2" No. 1 Com. & Btr. 3 cars
5 1/2" No. 1 & No. 2 Com. 6 cars	8 1/2" No. 1 Com. & Btr. 2 cars
3 1/2" Is & 2s 1 car	12 1/2" No. 1 C. & B. 1 car
3 1/2" No. 1 & No. 2 Com. 5 cars	CYPRESS
4 1/2" Box Bds. 9-12" 1 car	8 1/2" No. 1 & No. 2 Com. 100,000'

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD	8 1/2" No. 1 Com. 6 mo. 1 car
4 1/2" Com. & Btr. 6 mo. 1 car	6 1/2" Com. & Btr. 4 mo. 1 car
RED GUM	SOFT MAPLE
5 1/2" Com. & Btr. 6 mo. 1 car	6 1/2" Log Run, 6 mo. 1 car
4 1/2" Is & 2s, 6 mo. 1 car	RED OAK
4 1/2" No. 1 Com., 6 mo. 5 cars	4 1/2" Is & 2s, 6 mo. 4 cars
SAP GUM	4 1/2" No. 1 Com., 6 mo. 5 cars
5 1/2" Is & 2s, 4 mo. 4 cars	3 1/2" Com. & Btr., 4 mo. 1 car
5 1/2" No. 1 Com., 4 mo. 2 cars	WHITE OAK
4 1/2" Is & 2s, 4 mo. 1 car	4 1/2" Is & 2s, 4 mo. 2 cars
4 1/2" No. 1 Com., 4 mo. 2 cars	4 1/2" No. 1 Com., 6 mo. 5 cars
QTD. RED GUM	QTD. WHITE OAK
8 1/2" Is & 2s, 6 mo. 1 car	4 1/2" Com. & Btr. 6 mo. 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

ASH (10 Mos. Dry)
R. & W. 17' 10' 1" Log Run 1 car

COTTONWOOD (6 Mos. Dry)
1/2" Box Bds. 13-17" 2 cars
1/4" Box Bds. 13-17" 3 cars
1/4" FAS. 13" & Wdr. 3 cars
1/4" FAS. 13" & Wdr. 10 cars
1/4" No. 1 Com. & Btr. 2 cars
1/4" No. 2 Common 2 cars
5/4" No. 1 Com. & Btr. 10 cars
5/4" No. 2 Common 2 cars

ELM (10 Mos. Dry)
6/4" Log Run 6 cars
8/4" Log Run 5 cars
10/4" Log Run 5 cars

PLAIN SAP GUM (10 Mos. Dry)
5/4" No. 1 Com. & Btr. 10 cars
6/4" No. 1 Com. & Btr. 5 cars
4/4" No. 1 Common 10 cars

PLAIN RED GUM (10 Mos. Dry)
4/4" No. 1 Com. & Btr. 5 cars
5/4" No. 1 Com. & Btr. 2 cars
6/4" No. 1 Com. & Btr. 2 cars

HICKORY (2 Mos. Dry)
8/4" Log Run 2 cars
PLAIN RED OAK (10 Mos. Dry)
1/2" No. 1 Com. & Btr. 10 cars
5/4" No. 1 Com. & Btr. 12 cars

PLAIN WH. OAK (10 Mos. Dry)
5/4" No. 1 Common 1 car
QTD. RED OAK (16 Mos. Dry)
4/4" No. 1 Com. & Btr. 2 cars
QTD. WHITE OAK (10 Mos. Dry)
4/4" No. 1 Common 3 cars

MAPLE (10 Mos. Dry)
10/4" Log Run 1 car
SYCAMORE (10 Mos. Dry)
10/4" Log Run 2 cars

CYPRESS (6 Mos. Dry)
4/4" Select & Better 3 cars
4/4" No. 1 Shop 2 cars
1/2" No. 1 Common 5 cars
5/4" Shop 3 cars
5/4" Select & Better 2 cars
5/4" No. 1 Common 4 cars

Johnson Bros. Hardwood Co.

CYPRESS
1/4" No. 1 Shop 2 cars
1/4" No. 2 Shop 4 cars
1/4" No. 1 Common 3 cars
1/4" Box Bds. 2 cars
5/4" Shop & Btr. 1 car
6/4" FAS. 1 car
6/4" S. & B. 2 cars
6/4" S. & B. 1 car
8/4" FAS. 1 car
8/4" S. & B. 1 car
10/4" S. & B. 1 car
16 1/2" No. 1 Shop 1 car
12 1/2" S. & B. 1 car
PLAIN RED GUM
4/4" FAS. 1 car
5/4" FAS. 1 car
6/4" FAS. 1 car
1/2" No. 1 Com. & Sel. 3 cars
5/4" No. 1 Com. & Sel. 2 cars

6/4" No. 1 Com. & Sel. 1 car
1/2" No. 2 Common 3 cars
PLAIN SAP GUM
4/4" Box Bds. 13-17" 4 cars
4/4" FAS. 13" & Wdr. 2 cars
5/4" FAS. 13" & Wdr. 2 cars
1/4" FAS. 13" & Wdr. 5 cars
5/4" FAS. 13" & Wdr. 2 cars
6/4" FAS. 13" & Wdr. 1 car
4/4" No. 1 Com. & Sel. 7 cars
5/4" No. 1 Com. & Sel. 2 cars
FIGURED RED GUM
4/4" FAS. Plain 1 car
4/4" No. 1 Com. & Sel. 2 cars
5/4" FAS. Qtd. 1 car
5/4" No. 1 Com. & Sel. 1 car
8/4" FAS. Qtd. 1 car
8/4" No. 1 Com. & Sel. 1 car
4/4" No. 1 Com. & Sel. 2 cars
QUARTERED RED GUM
1/2" FAS. 2 cars

The Frank A. Conkling Co.

ASH
1/4-12 1" No. 2 C. & Btr. 3 cars
COTTONWOOD
1/2" FAS. 2 cars
4/4" No. 1 Common 2 cars
1/4" No. 2 Common 1 car
ELM
1/4" Log Run 2 cars
10/4" Log Run 2 cars
12 1/2" Log Run 1 car
4 1/2" C. & B. 10" & up 1 car
PLAIN SAP GUM
5/8" FAS. 3 cars
4/4" FAS. 3 cars
5/4" FAS. 1 car
4/4" Box Bds. 9-12" 2 cars
4/4" Box Bds. 13-17" 3 cars
5/8" No. 1 Common 2 cars
1/4" No. 1 Common 3 cars
5/4" No. 1 Common 1 car
PLAIN WHITE OAK
5/4" No. 1 Common 1 car

1/4" FAS. 1 car
5/8" No. 1 Common 3 cars
1/4" No. 1 Common 2 cars
6/4" No. 1 Common 1 car
5/8" No. 2 Common 1 car
3/4" No. 2 Common 3 cars
QUARTERED WHITE OAK
5/8" FAS. 1 car
1/4" FAS. 1 car
5/4" FAS. 2 cars
6/4" FAS. 2 cars
5/4" FAS. 1 car
3/8" No. 1 Common 2 cars
4/4" No. 1 Common 4 cars
5/4" No. 1 Common 3 cars
6/4" No. 1 Common 3 cars
8/4" No. 1 Common 1 car
4/4" No. 2 Common 4 cars
5/4" No. 2 Common 2 cars
6/4" No. 2 Common 2 cars
OAK
4 1/2" Sound Wormy 4 cars

Dickson & Lambert Lumber Co.

QUARTERED SAP GUM
6/4" Com. & Btr. 50,000'
PLAIN SAP GUM
4/4" No. 1 Com. & Sel. 35,000'
4/4" No. 2 Common 100,000'
5/4" Com. & Btr. 100,000'
5/4" No. 1 Com. & Sel. 100,000'
6/4" Com. & Btr. 40,000'
6/4" Nos. 2 & 3 Com. 100,000'
PLAIN RED GUM
4/4" No. 1 Com. & Sel. 100,000'
4/4" No. 2 Common 100,000'
5/4" No. 1 Com. & Sel. 50,000'
5/4" No. 2 Common 50,000'
6/4" No. 1 Common 25,000'
6/4" No. 2 Common 100,000'

QUARTERED RED GUM
4/4" No. 1 & 2 4,000'
4/4" No. 1 Com. & Sel. 75,000'
5/4" No. 1 Com. & Sel. 50,000'
6/4" 1 & 2 30,000'
6/4" No. 1 Com. & Sel. 150,000'
PLAIN RED OAK
4/4" Com. & Btr. 14,000'
4/4" No. 2 Common 35,000'
4/4" SW 100,000'
QUARTERED RED OAK
4/4" No. 1 Com. & Sel. 100,000'
4/4" No. 2 Common 30,000'
QUARTERED WHITE OAK
4/4" Common & Better. 13,000'
4/4" No. 1 Com. & Sel. 50,000'
PLAIN WHITE OAK
4/4" Common & Better. 13,000'

Geo. C. Brown & Co.

KELLOGG LUMBER CO.

Manufacturers and Exporters
Southern Hardwoods
Yazoo Delta Gum

Bank of Commerce & Trust Bldg., Memphis
Band Mill: Richey, Miss.

ANNUAL CAR 12,000,000 FEET

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

ASH
(8' to 16' Long)
1 1/2" FAS. 10" & up, 8 mo. 1 car
5/4" FAS. 5 mo. 2 cars
(Good Widths and Lengths)
12 1/4" FAS. 5 mo. 2 cars
(Good Widths and Lengths)
16 1/2" FAS. 5 mo. 1 car
(Good Widths and Lengths)
5/4" No. 1 Com., 5 mo. 3 cars
(Good Widths and Lengths)
8/4" No. 1 Common 3 cars
12 1/4" No. 1 Com., 5 mo. 2 cars

CYPRESS
(8' to 16' Long)
1 1/2" FAS. 6 mo. 2 cars
6 1/4" FAS. 6 mo. 2 cars
8 1/4" FAS. 6 mo. 2 cars
4 1/4" Sel., 6 mo. 3 cars

6/4" Sel., 6 mo. 2 cars
8/4" Sel., 6 mo. 2 cars
4/4" Shop, 6 mo. 5 cars

RED GUM

4/4" FAS. 6 mo. 2 cars
6/4" FAS. 6 mo. 1 car
8/4" FAS. 6 mo. 1 car
3/4" FAS. 6 mo. 2 cars
5/4" No. 1 Com., 6 mo. 3 cars

SAP GUM

5/4" FAS. 6 mo. 3 cars
6/4" FAS. 6 mo. 2 cars
8/4" FAS. 6 mo. 2 cars
5/4" No. 1 Com., 6 mo. 3 cars
8/4" No. 1 Com., 6 mo. 2 cars

Tustin Hardwood Lbr. Co.

HARDWOODS

MEMPHIS

WHITE ASH

WHITE ASH		8 1/2" No. 2 Common	45.000'
17 1/4" & 2s	60.000'	10 1/2" No. 2 Common	13.000'
18 1/4" & 2s	14.500'	12 1/2" No. 2 Common	10.000'
6 1/4" 1 & 2s	21.000'	Miscellaneous Hardwoods	
8 1/4" 1 & 2s	6.000'	PLAIN RED OAK	
12 1/4" 1s & 2s	35.000'	4 1/2" FAS	1 car
8 1/2" No. 1 Com. & Btr	100.000'	4 1/2" No. 1 C 125' Whol 2 cars	
10 1/2" No. 1 Com & Btr	85.000'	4 1/2" No. 2 C 125' Whol 2 cars	
12 1/2" No. 1 Com & Btr	70.000'	PLAIN MAP G'M	
14 1/2" No. 1 Com & Btr	66.000'	6 1/2" Com & Btr	1 car
1 1/2" No. 1 Common	150.000'	5 1/2" No. 2 Common	3 cars
5 1/2" No. 1 Common	1.000'	RED G'M	
6 1/2" No. 1 Common	6.000'	4/4" No. 1 Com. & Btr..	1 car
8 1/2" No. 1 Common	170.000'	SOFT MAPLE	
10 1/2" No. 1 Common	15.000'	12/4" No. 2 Com & Btr.	1 car
12 1/4" No. 1 Common	16.000'	SOFT ELM	
14 1/2" No. 1 Common	100.000'	8/4-10/4-12/4" No. 2 Com.	
1 1/2" No. 2 Common	120.000'	& Better	1 car
7 1/2" No. 2 Common	95.000'	COTTOXWOOD	
6 1/2" No. 2 Common	47.000'	1 1/2" Com & Btr	1 car

Thompson-Katz Lumber Co.

4 1/4" 1s & 2s	12,000 "	8 1/4" Sel & Btr.	7,000 "
5 1/4" 1s & 2s	10,000 "	1 1/4" No. 1 Shop	19,000 "
6 1/4" 1s & 2s	28,000 "	7 1/4" No. 1 Shop	7,000 "
8 1/4" 1s & 2s	53,000 "	6 3/4" No. 1 Shop	17,000 "
10 1/4" No. 1 Com. & Btr.	35,000 "	8 3/4" No. 1 Shop	13,000 "
12 1/4" No. 1 Com. & Btr.	12,000 "		ELM
4 1/4" No. 1 Common	28,000 "	4 3/4" Log Run	6,000 "
5 1/4" No. 1 Common	72,000 "	6 1/4" Log Run	11,600 "
6 3/4" No. 1 Common	68,000 "	8 1/4" Log Run	6,000 "
8 3/4" No. 1 Common	80,000 "		SAP GUM
4 1/4" No. 2 Common	10,000 "	4 3/4" 1s & 2s	98,000 "
5 1/4" No. 2 Common	3,000 "	5 1/4" 1s & 2s	4,000 "
6 3/4" No. 2 Common	18,000 "	4 1/4" No. 1 Common	4,000 "
		7 1/4" No. 1 Common	56,000 "
		6 1/4" No. 1 Common	9,000 "
		8 3/4" No. 1 Common	5,000 "
			QUARTERED WHITE OAK
4 1/4" 1s & 2s	6,000 "	4 3/4" 1s & 2s	23,000 "
5 1/4" 1s & 2s	22,000 "	5 3/4" 1s & 2s	11,000 "
6 1/4" 1s & 2s	6,000 "	6 3/4" 1s & 2s	17,000 "
8 1/4" 1s & 2s	14,000 "	8 3/4" 1s & 2s	17,000 "
4 1/4" Selects	19,000 "	4 3/4" No. 1 Common	54,000 "
5 1/4" 1s & 2s	18,000 "		
5 1/4" Sel. & Btr.	10,000 "		
6 3/4" Sel. & Btr.	36,000 "		

Welsh Lumber Company

ASH		QUARTERED SAP GUM	
4/4" Com. & Btr.....	1 car	8/4" Com. & Btr.....	1 car
4/4" No. 1 & No. 2 Com. 1 car		4/4" No. 1 C. 13" & up.....	2 cars
COTTONWOOD		4/4" No. 2 Common.....	7 cars
4/4" FAS.....	1 car	5/4" No. 2 Common.....	3 cars
ELM		MAPLE	
4/4" Log Run.....	1 car	12/1" Log Run.....	1 car
10/3 & 12/4" Log Run.....	1 car	RED GUM	
SAP GUM		4/4" No. 1 Common.....	1 car
4/4" Box Bds., 13-17".....	2 cars	QUARTERED WHITE OAK	
4/4" FAS, 13" & up.....	3 cars	4/4" No. 1 Common.....	2 cars
5/4" FAS, 13" & up.....	3 cars	4/4" No. 1 Common.....	2 cars
3/4" FAS, 13" & up.....	3 cars	4/4" No. 1 Common.....	2 cars

DUGAN LUMBER COMPANY

MILL AT
BYNG, MISS.

F. W. DUGAN
J. R. COLLINS

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/4" FAS, 10" & up..... 1 car	12/4" No. 1 Com. & Btr. 2 cars
5/4" FAS, 10" & up..... ½ car	16/4" No. 1 Com. & Btr. 1 car
6/4" FAS, 10" & up..... 1 car	1/4" No. 1 Common..... 1 car
4/4" FAS, Regular..... 1 car	5/4" No. 1 Common..... 1 car
5/1" FAS, Regular..... ½ car	6/4" No. 1 Common..... 1 car
6/1" FAS, Regular..... 2 cars	8/4" No. 1 Common..... 1 car
4/1" No. 1 Com. & Btr. 2 cars	10/4" No. 1 Common..... 1 car
5/4" No. 1 Com. & Btr. 2 cars	12/1" No. 1 Common..... ½ car
6/1" No. 1 Com. & Btr. 2 cars	16/1" No. 1 Common..... ½ car
8/4" No. 1 Com. & Btr. 4 cars	4/4" No. 2 Common..... 2 cars
10/4" No. 1 Com. & Btr. 3 cars	5/4" No. 2 Common..... 1 car
	8/4" No. 2 Common..... 1 car

White Ash Our Specialty
John M. Woods Lumber Co.

QUARTERED WHITE OAK		PLAIN WHITE OAK	
4 1/2" FAS	119,000	4 1/2" FAS	7,500
5 1/2" FAS	20,000	5 1/2" FAS	68,000
6 1/2" FAS	17,000	6 1/2" FAS	17,000
8 1/2" FAS	2,000	8 1/2" FAS	10,000
4 1/4" No. 1 Common	99,600	10 1/4" FAS	70,000
5 1/4" No. 1 Common	49,900	12 1/4" FAS	43,000
6 1/4" No. 1 Common	15,400	14 1/4" No. 1 Common	282,000
8 1/4" No. 1 Common	3,000	5 1/4" No. 1 Common	88,000
4 1/4" No. 2 Common	43,700	6 1/4" No. 1 Common	2,000
5 1/4" No. 2 Common	8,000	8 1/4" No. 1 Common	14,000
6 1/4" No. 2 Common	13,000	10 1/4" No. 1 Common	11,500
		12 1/4" No. 1 Common	30,000
		14 1/4" No. 1 Common	19,000
QUARTERED RED OAK		PLAIN RED OAK	
4 1/2" FAS	20,000	4 1/2" FAS	87,000
5 1/2" FAS	7,800	5 1/2" FAS	38,000
4 1/4" No. 1 Common	53,400	4 1/4" No. 1 Common	195,000
5 1/4" No. 1 Common	7,000	5 1/4" No. 1 Common	75,000
4 1/2" No. 2 Common	8,000		
QTD. RED & WHITE OAK			
4 1/2" Sound Wormy	25,000		

Ferguson & Palmer Company

COTTONWOOD				4 1/4" FAS			
4 1/4" No. 1 Com. & Btr.	3	cars		6 1/4" No. 1 Common	10	cars	
4 1/4" Box Boards, 13-17"	5	cars		8 1/4" FAS	2	cars	
				8 3/4" No. 1 Common	4	cars	
SAP GUM				PLAIN RED GUM			
4 1/4" FAS	10	cars		4 1/4" FAS	5	cars	
4 1/4" No. 1 Common	20	cars		4 1/4" No. 1 Common	5	cars	
4 3/4" No. 2 Common	5	cars		5 1/4" FAS	1	car	
5 1/4" FAS	3	cars		5 1/4" No. 1 Common	5	cars	
5 1/4" No. 1 Common	5	cars		6 1/4" FAS	3	cars	
5 1/4" No. 2 Common	2	cars		6 1/4" No. 1 Common	10	cars	
6 1/4" FAS	2	cars		8 3/4" FAS	1	car	
6 1/4" No. 1 Common	10	cars		8 3/4" No. 1 Common	2	cars	
6 1/4" No. 2 Common	6	cars					
8 1/4" FAS	1	car					
8 1/4" No. 1 Common	6	cars					
QTD. RED GUM, SND.				QUARTERED RED GUM			
4 1/4" FAS	1	car		4 3/4" FAS	1	car	
4 1/4" No. 1 Common	2	cars		4 3/4" No. 1 Common	3	cars	
5 1/4" FAS	1	car		5 1/4" FAS	2	cars	
5 1/4" No. 1 Common	5	cars		5 1/4" No. 2 Common	1	car	
6 1/4" No. 1 Common	5	cars		6 1/4" No. 1 Com. & Btr.	5	cars	

C. B. COLBORN

ASH		4 1/4" Box Boards, 9-12".....	20,000'
4 1/4" FAS	57,000'	4 1/4" Box Boards, 13-17".....	39,000'
4 1/4" No. 1 Common.....	47,000'	5 1/4" No. 2 Common.....	275,000'
4 1/4" No. 2 Common.....	50,000'	5 1/4" FAS.....	100,000'
5 1/4" FAS.....	15,000'	5 1/4" No. 2 Common.....	80,000'
5 1/4" No. 1 Common.....	40,000'	6 1/4" Com. & Btr.....	100,000'
5 1/4" No. 2 Common.....	100,000'	8 1/4" Com. & Btr.....	400,000'
6 1/4" FAS.....	12,000'	SOUTHERN SOFT MAPLE	
6 1/4" No. 1 Common.....	25,000'	(Spot Worms No Defect)	
6 1/4" No. 2 Common.....	8,000'	1 1/4" Log Run.....	200,000'
8 1/4" Com. & Btr.....	140,000'	5 1/4" Log Run.....	300,000'
10 1/4" Com. & Btr.....	100,000'	10 1/4" Log Run.....	125,000'
12 1/4" Com. & Btr.....	20,000'	12 1/4" Log Run.....	100,000'
16 1/4" Com. & Btr.....	28,000'	QUARTERED WHITE OAK	
COTTONWOOD		1 1/4" No. 1 & 2 Com. 150,000'	
4 1/4" FAS, 6-12".....	200,000'	CYPRESS	
4 1/4" Box Boards, 13-17".....	12,000'	4 1/4" to 8 1/4" Mill Run.....	500,000'
5 1/4" FAS.....	90,000'	QUARTERED RED GLASS OAK	1,500,000'
6 1/4" FAS.....	27,000'	8 1/4" Log Run.....	500,000'
SAP		PLAIN RED OAK	
5 1/8" Com. & Btr.....	62,000'	8 1/4" No. 1 Com. & Btr.....	40,000'
5 3/8" Com. & Btr.....	100,000'		

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

Regular Widths and Lengths

QUARTERED RED GUM

4 1/4" F&S, 12 Mos. dry..	30,000'
1 1/4" 1 Com. 12 Mos. dry..	140,000'
5 1/4" F&S, 10 Mos. dry..	21,000'
5 1/4" 1 Com. 10 Mos. dry..	122,000'
6 1/4" F&S, 12 Mos. dry..	38,000'
6 1/4" 1 Com. 12 Mos. dry..	89,000'
8 1/4" F&S, 14 Mos. dry..	52,000'
8 1/4" 1 Com. 14 Mos. dry..	97,000'

QUARTERED WHITE OAK

4 1/4" F&S, 15 Mos. dry..	18,000'
4 1/4" 1 Com. 15 Mos. dry..	86,000'
5 1/4" F&S, 12 Mos. dry..	22,000'
5 1/4" 1 Com. 12 Mos. dry..	41,000'
6 1/4" F&S, 12 Mos. dry..	18,000'
6 1/4" 1 Com. 12 Mos. dry..	36,000'

PLAIN WHITE OAK

4 1/4" F&S, 10 Mos. dry..	16,000'
4 1/4" 1 Com. 12 Mos. dry..	160,000'

PLAIN RED OAK

4 1/4" F&S, 12 Mos. dry..	36,000'
4 1/4" 1 Com. 12 Mos. dry..	182,000'

QUARTERED RED GUM

(Sap No Defect.)

4 1/4" F&S, 10 Mos. dry..	76,000'
4 1/4" 1 Com. 10 Mos. dry..	140,000'
5 1/4" F&S, 12 Mos. dry..	43,000'
5 1/4" 1 Com. 12 Mos. dry..	96,000'
8 1/4" F&S, 14 Mos. dry..	61,000'
8 1/4" 1 Com. 14 Mos. dry..	102,000'
10 1/4" 1 Com. 14 Mos. dry..	22,000'

PLAIN SAP GUM

5 1/8" No. 1 C&B, 13" & up..	100,000'
5 1/8" F&S, 6 to 12"....	20,000'
4 1/4" 18" & Up. panel &	

4 1/4" F&S, 13 to 17"....	18,000'
4 1/4" 1 C., 12" & wider	50,000'
4 1/4" No. 1 Common....	300,000'
4 1/4" No. 2 Common....	200,000'
5 1/4" F&S, 15" & wider	75,000'
5 1/4" F&S.....	200,000'
5 1/4" No. 1 Common....	200,000'
5 1/4" No. 2 Common....	75,000'

QUARTERED SAP GUM

4 1/4" No. 1 Common....	35,000'
6 1/4" No. 1 Com. & Btr.	40,000'

PLAIN RED GUM

4 1/4" No. 1 Com. & Btr.	23,000'
5 1/8" F&S.....	20,000'
4 1/4" No. 1 Common....	100,000'
4 1/4" No. 2.....	100,000'
5 1/4" F&S.....	15,000'

QUARTERED RED GUM

4 1/4" No. 1 Common....	200,000'
-------------------------	----------

PLAIN RED OAK

5 1/8" No. 1 Com. & Btr.	50,000'
3 1/4" No. 1 Common....	70,000'
4 1/4" No. 1 Common....	200,000'
4 1/4" No. 2 Common....	150,000'
5 1/4" No. 1 Common....	70,000'
8 1/4" No. 1 Com. & Btr.	65,000'

QUARTERED RED OAK

4 1/4" Nos. 1 & 2 Com.	200,000'
4 1/4" F&S.....	40,000'

QUARTERED WHITE OAK

4 1/4" Nos. 1 & 2 Com.	100,000'
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SOFT ELM

6 1/4" No. 2 Com. & Btr.	200,000'
10 1/4" No. 2 Com. & Btr.	90,000'

PECAN

5 1/4" No. 2 Com. & Btr.	50,000'
6 1/4" No. 1 Com. & Btr.	150,000'
8 1/4" No. 1 Com. & Btr.	140,000'

The Mossman Lumber Co., Inc.

ASH	
1 1/4" No. 1 and No. 2....	12,000'
8 1/4" No. 1 Com. & Btr.	3,000'
10 1/4" No. 1 Com. & Btr.	24,000'

COTTONWOOD

4 1/4" Log Run.....	300,000'
---------------------	----------

CYPRESS

6 1/4" Shop & Btr.....	40,000'
4 1/4" Shop & Btr.....	50,000'

ELM

4 1/4" Log Run.....	12,000'
8 1/4" Log Run.....	46,000'
10 1/4" Log Run.....	23,000'

RED GUM

4 1/4" No. 1 Com. & Btr.	16,000'
4 1/4" No. 1 Common.....	35,000'

SAP GUM

4 1/4" Nos. 1 & 2.....	40,000'
4 1/4" No. 1 Common.....	150,000'
4 1/4" No. 2 Common.....	75,000'

4 1/4" No. 3 Common.....	30,000'
5 1/4" Log Run.....	100,000'

QUARTERED SAP GUM

8 1/4" No. 1 Com. & Btr.	100,000'
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QUARTERED RED GUM

4 1/4" No. 1 Common.....	36,000'
5 1/4" No. 1 Common.....	20,000'
8 1/4" No. 1 Common.....	30,000'

SOFT MAPLE

4 1/4" Log Run.....	30,000'
12 1/4" Log Run.....	70,000'

QUARTERED RED OAK

4 1/4" No. 1 Common.....	25,000'
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QUARTERED WHITE OAK

4 1/4" No. 1 Common.....	70,000'
4 1/4" No. 2 Common.....	15,000'

PLAIN RED OAK

4 1/4" Nos. 1 & 2.....	45,000'
4 1/4" No. 1 Common.....	100,000'
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1 1/4" No. 2 Common.....	20,000'
1 1/4" No. 3 Common.....	21,000'
5 1/4" No. 1 Common.....	50,000'
5 1/4" No. 2 Common.....	20,000'
6 1/4" No. 1 Common.....	41,000'
6 1/4" No. 2 Common.....	11,000'

PLAIN OAK

4 1/4" Sound Wormy.....	30,000'
1 1/4" No. 3 Common.....	150,000'
3 1/4" 1s & 2s, Red.....	1,000'
4 1/4" 1s & 2s, Red.....	15,000'
1 1/4" No. 1 Com., Red.....	30,000'

QUARTERED RED GUM

4 1/4" No. 1 Common.....	30,000'
5 1/4" No. 1 Common.....	30,000'
6 1/4" 1s & 2s.....	50,000'
6 1/4" No. 1 Common.....	90,000'

QUARTERED RED GUM

(Sap No Defect.)

5 1/4" No. 1 Com. & Btr.	150,000'
3 1/4" No. 1 Com. & Btr.	30,000'
8 1/4" No. 1 Com. & Btr.	11,000'
12 1/4" No. 1 Com. & Btr.	75,000'
16 1/4" No. 1 Com. & Btr.	30,000'

PLAIN SAP GUM

7 1/8" No. 1 Com. & Btr.	25,000'
1 1/4" 1s & 2s, 6-12"....	10,000'
4 1/4" 1s & 2s, 13" & up.	15,000'
8 1/4" No. 1 Com. & Btr.	150,000'

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6 1/4" No. 1 & Btr.....	100,000'
7 1/4" No. 1 & Btr.....	20,000'
8 1/4" No. 1 & Btr.....	50,000'

CYPRESS

4 1/4" Shop & Btr.....	20,000'
5 1/4" 1s & 2s.....	15,000'
5 1/4" Shop.....	30,000'
4 1/4" No. 1 Common.....	40,000'
5 1/4" No. 1 Common.....	36,000'
8 1/4" No. 1 Common.....	5,000'
4 1/4" No. 2 Common.....	20,000'

PLAIN SAP GUM

3 1/4" 1s & 2s.....	50,000'
3 1/4" No. 1 Common.....	60,000'
4 1/4" 1s & 2s.....	7,000'
4 1/4" No. 2 Common.....	100,000'
5 1/4" 1s & 2s.....	20,000'
5 1/4" No. 2 Common.....	100,000'
6 1/4" No. 1 Common.....	100,000'

6 1/4" No. 2 Common.....	50,000'
8 1/4" No. 1 Com. & Btr.	15,000'
6 1/4" & 8 1/4" Dog Boards	100,000'

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4 1/4" Box Boards, 13-17"	50,000'
4 1/4" Box Boards, 9-12"	80,000'
4 1/4" 1s & 2s, 13" & up.	30,000'
4 1/4" 1s & 2s, 6-12"....	50,000'
4 1/4" No. 1 Common.....	300,000'
4 1/4" No. 2 Common.....	50,000'
4 1/4" No. 3 Common.....	20,000'
5 1/4" 1s & 2s.....	35,000'
5 1/4" No. 1 Common.....	75,000'
6 1/4" & 8 1/4" Dog Boards	50,000'

WHITE ASH

4 1/4" 1s & 2s.....	15,000'
8 1/4" No. 1 Com. & Btr.	16,000'

SOFT ELM

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6 1/4" No. 3 Common.....	49,000'

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Hardwood Record

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Vol. LI

CHICAGO, OCTOBER 10, 1921

No. 12

Review and Outlook

General Market Conditions

REGARDLESS OF WHAT MAY BE THE OPINION of any one man or any group of men regarding the state of the market for hardwood lumber, the fact remains that those who have made a life work of producing and marketing products of the hardwood forests have endured a period of four or five months, when their order books were practically untouched by entries, and that during the past few weeks those same pages have become covered with a sufficient number of orders of sufficiently good size to have given them more or less the appearance of old days. Further it is significant that many of the people who have accepted a substantial number of such orders are those who consistently turned down unattractive business during the past four or five months, being in position to hold their stock for more sane realization. Stated with actualities rather than with theory, it is not today necessary to guess at how things are going because orders are there to be tabulated and compared with similar records during the spring and summer months. The comparison is obviously and encouragingly favorable to the present.

It is not a vacant statement and no unfounded optimism which maintains that business in the hardwood belt is definitely improved and to further state that improvement so far realized is unquestionably of a permanent nature and has already had its effect upon market prices. The writer of this editorial saw an order placed by mail and confirmed by wire at Memphis ten days before this publication date, calling for two cars of common and selects plain white oak to be delivered at an eastern consuming point on a basis that would net forty-four dollars a thousand at Memphis. This order is cited not because it is our intention here to cite going prices, but because it was typical of a number of similar orders actually seen during this same trip to Memphis.

Similarly on this same journey into that famous hardwood region, the editor of Hardwood Record encountered or was told of the visits of several buyers. According to the statements of Memphis lumbermen, no such personages have visited their offices for the past four or five months.

In the opinion of the editor the key to the future of the hardwood situation is not necessarily immediate inquiries or orders. In fact, the analysis conducted on this same trip was concerned more with production. Hardwood Record has reiterated regularly

in its issues of the past four or five months the dangerous trend of production, so far as consumers' interest is concerned, and on this trip the editor was able to verify previous statements by the definite facts he encountered throughout the southern producing region in particular, and in a slightly less marked degree throughout the northern region. It is a fact discernible by a very casual observation that there can not be more than from ten to fifteen per cent of the usual hardwood production now in operation. This is in the face of the fact that the southern logging season has but four two six weeks to run and that those crews which are not in the woods within the next two weeks will not go into the woods until late next spring or next summer. In the meantime, the demand is slowly but surely increasing and already stocks have reached a point where a number of mills have very little of anything to offer, even in low grade. Of course there is a large stock of low grade on hand throughout the territory, but it is doubtful if this amount is at all in excess of what is normally carried. It is more pronounced because of the scarcity of the upper grades in comparison with the lower grades on hand.

The whole situation resolves itself into a concrete expression of what the judgment of the buyer has determined. Within recent weeks a number of buyers have distinctly come into the market for as much lumber as they could carry. Unquestionably others are anxious to buy if they can finance the purchase. Hardwood Record's advice to buyers is that the figures presented today by hardwood lumbermen leave no question as to the outcome. Official compilation reveals that red oak logs are today realizing for the producers about \$23.50 as against about \$21.50 eight years ago. It is common knowledge that freight rates have made that difference up several times over and in fact the increase in taxes has practically absorbed the entire increase. This is not a hazarded figure but is one which will be published in official form in due time.

Hardwood Record's advice, therefore, is that a wise business policy certainly dictates the purchase of hardwood lumber today, first, because **it can still be procured**, and, secondly, because the trend of prices must be upward. This opinion disregards any temporarily fluctuations that may come in in the meantime. The long pull towards general business improvement is well on. The trend will be for advanced lumber prices just as sure as the rising and setting of the sun.

1921

It's Ledger Cleaning Time

THE ABOVE IS THE HEADING OF A MESSAGE addressed by J. W. McClure, president of the National Wholesale Lumber Dealers' Association, to its membership, in which, while Mr. McClure makes a very logical plea for increased support of the association, he enunciates the fact which is so obviously a principle of good business that it deserves the attention of every man in the industry.

Among other things, Mr. McClure says:

"Has the storm left any wreckage on your ledger? The association will help you to salvage the debris. Are there some weak ones or slow ones drifting towards the rocks? Let the association save your interest in the cargo before it is too late. Do you really KNOW how the names in your ledger have pulled through? Perhaps some of the smaller ones are safe and strong while some of the big ones may have had poor pilots. New and up-to-date reports from the association will tell the true story. Clean up your ledger NOW and prepare for the coming of 1922, which promises to bring fair weather and good business."

Probably at no time in the business history of the country have there been so radical and so many changes in the personnel and standing of the myriads of corporations in existence today. It was a long reach from the depths to the peak and from the peak to the depths. These violent reactions reversed the financial status of many a business institution. It is not safe to approach the period of prosperity and make plans for the less disheartening future without having positive knowledge of the exact status of the ledger. Every effort should be made to wipe the books clean and, if this can not be consummated, to at least find out precisely where one stands.

Our Foreign Trade Bases Are Sound

"PRESENT CONDITIONS ARE ABNORMAL and, when they have passed, American exporters will be found prosecuting trade campaigns effectively in all the countries of the world," is the statement made by Dr. Julius Klein, director of the Bureau of Foreign and Domestic Commerce of the U. S., for the purpose of reassuring the American business man who has been treated to pessimistic reports about American foreign trade until he has begun to believe that the country's foreign commerce is virtually dead. Dr. Klein says that "transient manifestations are mistaken for evidences of lasting injury to our foreign trade" and what is needed is a discriminating appraisal of facts—the ability to disregard superficial appearances and penetrate to the real underlying bases of the situation."

Dr. Klein is convinced that those bases of our oversea commerce are sound and substantial. He believes that the tendency toward unwarranted depression may be attributed largely to "the thousands of opportunistic adventurers who appeared on all sides during the war boom and drifted into foreign trade as just one more field for chance enterprise." Such men, hastening to take advantage

of the disorganization that attended the war, entered foreign markets with no object save that of immediate and excessive profits. Many of them were devoid of foresight, taking slight pains to build for the future or to establish secure relations with foreign buyers. As an inevitable consequence of the post-war reaction, business of this adventitious character has been very severely affected.

But, Dr. Klein insists, this fact should by no means be taken as indicating any inherent weakness in American foreign-trade ambitions, and should not occasion any slackening in our efforts to develop and maintain a great volume of sales to the markets overseas.

The fear of German competition appears to be one of the dominating influences in the minds of persons who have been voicing apprehensions of disaster. They have visions of German merchandise flooding foreign markets and being eagerly welcomed at prices with which American manufacturers, with their high production costs and appreciated currency, will not be able to compete. But Government experts who have investigated this troublesome problem in all its phases consider the German commercial "menace" as a specter whose capacity for harm has been distinctly exaggerated. Dr. Klein emphasizes the fact that it takes more than price cutting to win and hold an export market permanently. Quality, delivery terms, and credit arrangements are three vitally important factors, and these must be taken into account in analyzing vague reports concerning German success. A marked deterioration in German goods is reported by foreign representatives of the Department of Commerce. Tens of thousands of Germany's skilled artisans were killed or incapacitated in the war. Some of the German industries have been experiencing serious shortages of raw materials; and in this connection it is worthy of note that the German necessity of purchasing foreign raw materials for certain industries tends to offset the supposed advantage of the depreciated mark exchange, when the resulting manufactured goods are offered in foreign markets. It should be borne in mind, moreover, that American exporters are incomparably better prepared to meet German competition now than they were before the war—having the benefit of seven years of practical experience and of success.

As examples of foreign markets where conditions are relatively favorable for Americans to-day, Dr. Klein mentions Cuba, which takes more than one-third of our exports to Latin America, and China, where "trade continues to flourish." The Far East, he says, presents a more hopeful picture of reviving trade prospects than other oversea markets.

Considering all the circumstances surrounding foreign-trade prospects, officials of the Bureau of Foreign and Domestic Commerce believe that a note of reassurance and encouragement should be sounded. The elements prerequisite to a permanent, substantial trade are the exercise of care and judgment, a determination to please the foreign customer, and the possession of such recent, authoritative data as it is the purpose of the Bureau to supply.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Important Changes in U. S. Revenue Bill

By Wilson Compton

Secretary and Manager National Lumber Manufacturers' Association

On August 15 the Revenue Bill as prepared by the Ways and Means Committee was introduced into Congress. It was passed by the House with amendments on August 20. During the recess of Congress from August 21 to September 21 the Finance Committee considered the Bill as it passed the House, and reported it with amendments to the Senate on September 21.

The Senate Committee completely rewrote the House bill using, however, most of its provisions. A number of changes from the House bill and from the present law have been made in the Senate bill. Some of these are of peculiar interest to taxpayers in the lumber industry.

General Provisions

The Senate Committee has agreed to the reduction in surtaxes on individual incomes substantially the same as provided in the bill as it passed the House. Slight change has been made by reducing the rate of surtaxes on the lower incomes. The excess profits tax is repealed effective January 1, 1922. This follows the action of the House of Representatives in postponing the effective date of excess profits tax repeal for one year.

The capital stock tax would be repealed effective as of the date of passage of the act.

All transportation taxes are repealed effective January 1, 1923. Effective January 1, 1922, and for one year thereafter the transportation taxes would be reduced by 50 per cent, namely, on freight from 3 per cent to 1½ per cent; on passenger fares from 8 to 4 per cent; on pullman fares 8 per cent to 4 per cent.

Most of the miscellaneous stamp and excise taxes, state taxes, etc., are continued in force although amended in some particulars.

Important Administrative Changes

The Senate Committee bill includes the provision of the House bill providing for the definite determination of tax liability by means of written agreement entered into between the taxpayer and the Commissioner of Internal Revenue; but the Senate bill provides that the decision of the Commissioner on the merits of any claim involving the tax liability of any taxpayer, shall not be subject to review by any administrative official unless it be shown that there has been fraud or error in calculation.

The Senate bill re-affirms the provision of the House bill that Treasury decisions need not be applied retroactively unless the Commissioner so elects. This is provided in order to avoid the necessity for recalculation of past tax accounts whenever a Treasury decision is rendered changing or amplifying previous rulings.

The provisions of the House bill providing for a tax simplification are included in the Senate bill. For ease in computation and avoidance of confusion the allowable Liberty Bond interest exemptions are enumerated and consolidated. This if enacted will be a considerable convenience to many taxpayers.

Under the Senate bill claims for refund by taxpayer must be made within four years after the date of payment of any tax, penalty or sum against which he claims refund. In the present law this period is limited to two years.

The Senate bill provides that no suit by the Government for the collection of any tax shall be begun after the expiration of five years from the time when the tax is claimed to have been due, except in cases of fraud and misrepresentation. Furthermore, under the Senate bill all assessments of additional taxes would have to be made within four years after such taxes are claimed to have been due, except in cases of fraud.

In order to create a substantial inducement to the Treasury Department to make refund to the taxpayer of taxes unlawfully

or incorrectly assessed and collected, it is provided that interest shall be paid by the Government on the total amount of such refunds or credits at the rate of 6 per cent a year on the following bases:

First, if the taxes were paid by the taxpayer under protest, the interest would run from the time the tax was paid;

Second, if the amount was not paid under protest but pursuant to an additional assessment levied by the Treasury Department, the interest would run from the time the assessment was paid;

Third, in case no protest was made, and in case the tax was not paid because of an additional assessment levied by the Treasury Department, the interest would run from a date six months after the taxpayer had filed his claim for refund or credit.

Exchanges of Property

Timber owners and lumber manufacturers are directly interested in the provision in both the House and the Senate revenue bills providing under certain circumstances that exchanges of property shall not be considered to have given rise to taxable income. The bill as it passed the House provides that exchanges of property wherein the property received in exchange does not have a "definite and readily realizable market value," shall not be considered to have created taxable income, but the property received in exchange shall be considered as having taken the place of the property given in exchange.

The House bill provides that even if the property received in exchange does have a definite and readily realizable market value, no taxable income will be recognized if such property is held for "investment or for productive use in trade or business."

The Senate bill has changed this provision by limiting the general exemption under exchanges to exchanges for property which has no "readily realizable market value," but eliminating the word "definite." It appears also to limit the application of the special provision by eliminating property held "for investment," but not held for "productive use in trade or business" from the benefits of this section. The Senate bill provision apparently would cover all timberland exchanges by operating companies attempting to block up their holdings, but might not so clearly apply to strictly timber-holding companies.

Net Losses

The Senate bill as well as the House bill provides for the deduction in subsequent taxable years of net losses incurred during any taxable year. Beginning with the year 1921 this net loss provision, therefore, would apply to losses sustained during the taxable year 1921, but would not permit the taxpayer in reporting his taxes on income received during 1921 to deduct losses incurred prior to December 31, 1920. This would mean that those taxpayers who have taken their losses during the year 1920 would not come under the benefit of this provision, but that those having a net loss sustained during 1921 may deduct the amount of the net loss from what would otherwise be the taxable income for the years 1922 and 1923.

Distribution of Profits Acquired Prior to March 1, 1913

The House bill makes the same provision covering the distribution by corporations to stockholders of earnings accumulated prior to March 1, 1913, which has been in effect under the Federal Revenue Law since 1916. This provision is in substance that after the corporation has distributed all the earnings or profits accumulated since February 1, 1913, the earnings or profits acquired prior thereto may be distributed to the shareholders exempt from the tax. In substance this means that the shareholders are entitled to receive in distributions from a corporation, the same amount of accumulated earnings in the form of earned surplus, which the corporation could have distributed to them, free of tax, immediately prior

to the time the income tax law went into effect, namely March 1, 1913.

The Senate bill limits the amount which can be thus distributed, tax free to the stockholders. This amount is limited not by the amount of profits accumulated prior to the time the law went into effect (which is the provision of the present law), but to the *cost* to the shareholder of his stock or shares. In the case of stock acquired prior to March 1, 1913, this tax exempt distribution of earnings accumulated prior to March 1, 1913, is limited by the *value* of the stock on March 1, 1913, in case such value is greater than the *cost* of the stock to the stockholder.

This provision constitutes a severe limitation upon the tax free distribution to stockholders of earned surplus accumulated before the law went into effect. Where the cost or the market value of the stock, as stock, on March 1, 1913, is less than the paid in capital and earned surplus on March 1, 1913, this provision in the Senate bill would have substantially the effect of taxing the stockholders not on income acquired since the law went into effect, but upon property acquired prior to March 1, 1913.

On October 4 the Senate Finance Committee agreed to a modification in this provision as applied to the owners of stock of corporations where their ownership dates back to a period prior to the time the law went into effect, namely, March 1, 1913. In substance this modification provides that a taxpayer who held stock in a corporation prior to March 1, 1913, and has continued to hold it since that time, shall be entitled to receive from the corporation free of tax the same amount which the corporation could have distributed to him free of tax immediately prior to the time the law went into effect, had the corporation then chosen to distribute to the stockholders all of its earnings accumulated up to that time.

If, however, the stock has been acquired since March 1, 1913, this last amendment by the Senate Finance Committee would limit the amounts which may be distributed to the shareholders, free of tax, to the cost of such stock acquired after March 1, 1913. This means in substance that owners of stock in corporations who acquire the stock prior to March 1, 1913, and have held it continuously since then will as individual taxpayers enjoy the exemption of the full proportionate part of the earnings accumulated prior to March 1, 1913, which their shares represent; but if they sell the stock prior to the time these accumulated earnings are distributed, the person who purchases the stock will lose this exemption, and will be required to pay an income tax upon all receipts in excess of the cost of the stock to him. The substantial effect of this in many cases will be that the individual stockholder will be unable to sell his stock acquired before March 1, 1913, at a price which fairly approximates the value to him of the stock. This will be true because of the fact that if he retains the stock himself, he would in many instances enjoy a tax exemption which would be largely lost to the purchaser, who acquired the stock after March 1, 1913.

This provision is of special interest to owners of stock in the close corporations such as are characteristic of lumber and mining companies organized before March 1, 1913; owning large amounts of tangible assets and ordinarily accumulating a considerable earned surplus before beginning to pay dividends.

Payment in Installments of Additional Assessments

The Commissioner of Internal Revenue has issued an order requiring taxpayers who included appreciation of capital assets in their invested capital to file amended returns covering the taxable years 1917 to 1920 inclusive, and make on or before November 24, full payment of such additional taxes as may be due on the basis of such recalculation of invested capital.

On the understanding that strict compliance with this requirement would, in many instances, constitute a serious and undue hardship to the taxpayer, the Senate Finance Committee bill provides that where it can be satisfactorily shown that undue hardship would result, the Commissioner of Internal Revenue may permit the taxpayer to distribute the payment of back taxes over a period not to exceed eighteen months after the passage of the act. In case of such deferment of payments either in part or whole, the

amounts deferred would carry an interest rate of two-thirds of one per cent a month. This comparatively high rate is probably imposed in order to induce the taxpayer to make full payment of his back taxes at the earliest practicable time.

In general the Senate Finance Committee bill includes the main provision of the Ways and Means Committee bill with, however, a number of important modifications in the administrative provisions as well as in the substantive provisions defining tax liability. The Finance Committee after reporting the bill to the Senate gave notice that it would later submit certain amendments thereto. A minority report has been filed by members of the Finance Committee. There has been sharp discussion of certain features of the Senate bill referred to in the above analysis, and it is not improbable that certain unequitable and discriminatory provisions herein described may be eliminated or substantially modified.

The provisions of the Senate Finance Committee bill would impose upon taxpayers in the lumber industry as a rule, a heavier tax liability than would be imposed under the terms of the House bill. Furthermore, it introduces new elements which in substance discriminate against the typical lumber company, and against stockholders in typically situated lumber corporations. It is to be expected, however, that these provisions will either be altered by the Senate itself or will be eliminated or amended by the Conference Committee of the Senate and House after the bill has passed the Senate.

Lack of vigorous leadership in the Senate has thrown the revenue legislation into confusion. There is now talk of adjournment on November 10. In such an event it is not unlikely that the enactment of a complete revenue measure will await the regular session of Congress. In any event a militant Republican minority and the Democratic Senators as a whole are obviously planning to make such a fight on some of the provisions of the present bill as will seriously imperil its prompt passage.

Got Your "No Smoking" Signs?

The "No Smoking" sign which the National Lumber Manufacturers Inter Insurance Exchange has issued is attracting a great deal of favorable attention among the manufacturers of both hard and soft woods. The company will be pleased to furnish additional copies of this sign to any plant that will see that they are posted in conspicuous places.

NO SMOKING
ALLOWED
ON THESE PREMISES

**By observing this rule you guard the property
against fire and protect YOUR JOB**

CHARLES F. SIMONSON, Manager
NATIONAL LUMBER MANUFACTURERS' INTER-INSURANCE EXCHANGE, CHICAGO, ILL.

Woodusers' Association Ends Fruitful Year

The annual meeting of the Association of Wood Using Industries, held in Chicago on September 26, marked the close of the initial year of that organization's activities.

Reports by the officers and chairmen of the committees showed that the association is comprised of eighteen different units, representing that many lines of industry fabricating forest products, representing in all over 6,000 individual manufacturers.

In commenting upon the work of the organization E. E. Parsonage, president, made the following statements:

A year ago there was initiated the movement that had for its primary object the ambition to serve the crying needs of the of the Wood Using Industries of the country.

These men hoped to not only bring together the common problems of the various phases of the Wood Using Industries, but also to act as a common center aiding and abetting a more clear and full understanding between the wood producer and the wood user.

There was the thought in the minds of the initiators of this movement that in the final analysis the abuses and the wasteful methods of both the sawmill and the wood using factories were largely attributed to a lack of understanding between the two phases of the industry, and the proper education and closer personal contact would mean for the future, not only a standardization of activities, but also mean much in the way of conserving the rapidly disappearing sources of wood supply.

We have come through the past year, a period of readjustment that has been paralyzing in its effect and unheard of in the history of the world's business. Yet, with all handicaps, we should feel proud that the storms have been weathered and that the Association of Wood Using Industries has justified its existence by starting various activities that I hope in the future will serve as a basis for not only a national reforestation policy, but also legislation and a plan of co-operation between the producer and the consumer of wood products that we can point to with pride in the years to come.

Association Very Active

Your executives have held several conferences during the year with representatives of the various hardwood lumber associations. A definite move has been initiated, working toward closer coöperation and a greater utilization of forest products. The lumber people are receptive and willing to meet the wood using industries half way along lines of standardization and wider use of dimension stock.

I would recommend that either the chairman of one of our committees, or a standing committee, be appointed, whose specific purpose would be to coöperate directly with standardization committees of the hardwood lumber associations.

Through the specific efforts of W. A. Babbitt the handle manufacturers of the United States have simplified and standardized their wood stock requirements. These standardized sizes were accepted at the annual convention of the National Hardwood Lumber Association last June.

Hereafter any sawmill operator can logically cut specific squares, lengths or multiples thereof and be sure of a market. The market of the handle manufacturers is thus tremendously widened, and their stock will not have to be cut to order with the consequent penalty in price. The extended market thus brought will aid materially in the conservation of some of the waste products of the hardwood mills.

Very largely through the efforts of your executives there has been initiated at the Forest Products Laboratory at Madison, Wis. a new bureau having to do entirely with the education of the wood producer and the wood user along dimension stock lines. Colonel Greeley, head of the United States Forestry Department, and the officials of the Forest Products Laboratory, are now highly appreciative of the benefits to be derived from the wide use of dimension stock, and also the conservation of our remaining forests vitally affected by such wider use of dimension stock.

It has been our aim to so advise and help in the formation of this bureau that the widest and most practical benefits be available to the industries at the earliest possible moment. The Forest Products Laboratory, a governmental institution, can logically carry on dimension stock educational work without fear of bias or prejudice as to the interest of the wood producer or wood user.

Your executive board was largely instrumental in securing a substantial increase in the appropriation for the current year for the Forest Products Laboratory's activities.

I feel that, as far as the wood using industries are concerned, this organization has justified its existence by this constructive effort alone.

I recommend that a wider and more thorough knowledge of the possibilities for service to individual industries by the Forest Products Laboratory be spread among the factory units in all the wood using industries.

Helpful and constructive information can be obtained by any factory that wishes specific help in its problems.

Officials Back Snell Bill

Your officials have spent considerable time during several trips to Washington in an effort to aid the passage of the so-called Snell bill, which, if made into law, will form a logical basis for our future reforestation policy.

Your executive committee has also been in conference with the officials of the Department of Commerce, and by the able and strenuous action of your secretary, Wm. B. Baker, has been established a contact direct with the Secretary of Commerce, to the end that the wood using industries

should be recognized as one of the essential and basic industries of the country and able to furnish barometer reports by such direct representation.

This association has a direct membership, as an association, in the Chamber of Commerce of the United States, and as one of the national councils we are privileged to keep in touch with the widest activities of the chamber.

While the majority of our member associations have a contact with the National Chamber of Commerce, I think in the future a vast amount of information might well be passed out as reflecting the viewpoint of the Chamber of Commerce from the widest possible vision.

The Committee on Standardization and Research in its report indicated that while business conditions have rendered it very difficult to canvass many of the industries and secure an adequate idea as to their normal requirements of wood stock, that considerable progress has been made and exhibits will be completed in the near future.

Due to the activities of the Association of Wood Using Industries a survey on dimension stock uses is being conducted by the Forest Products Laboratory and is making splendid headway. Out of the whole mass of data which is being accumulated a picture will ultimately

(Continued on page 20)



E. E. Parsonage, Moline, Ill., President



Wm. B. Baker, Chicago, Secretary

News from the National Capital

Sweeping Attack Made on Eddy's "New Competition"

The supplemental brief filed by the Government in the final argument of the famous case of the American Column & Lumber Company, et al, appellants, vs. the United States, which will be heard by the U. S. Supreme Court on October 11 or 12, makes a sweeping attack upon "co-operative" or "open price" practices, as expounded in Eddy's book, "The New Competition," and followed by various trade associations.

The Government's brief declares that "this case for the first time presents directly for the consideration of this court the practices of those organizations which are known as 'Open Price Associations,'" It then says that this open price plan is the direct result of the efforts of "astute business men" to "devise some scheme so adroitly formulated that it would accomplish the same results as had been accomplished by methods," which the court had "condemned in numerous cases brought to enforce the Anti-trust Act of 1890," and "yet not be violative of the provisions of the Anti-trust Act as it had then been construed in any specific case."

That this "new competition" or "open competition," as devised by Eddy, is no competition at all, is then contended by the Government advocates, who invoke the shade of that venerable lexicographer, Noah Webster, to help prove their point. The Webster and Eddy definitions of competition are contrasted: Webster defines competition as "The effort of two or more parties, *acting independently* (the italics are from the brief), to secure the custom of a third party by the offer of the most favorable terms." And Eddy defines this 'new competition,' according to the brief, thus: 'Rivalry—competition in its broadest significance—is the earnest, intelligent, friendly striving of man with man to attain results beneficial to both.'"

The Government maintains that the associations operating under the Eddy plan rightly employ the word "co-operation," as their slogan, as "the meanings of the two words 'competition' and 'co-operation' in political economy are directly opposed to each other. . . . True competition has been the same as long as men have engaged in trade. . . . There is no such thing as 'new competition' in the sense here used."

This brief was prepared by James M. Beck, Solicitor General, and James A. Fowler, Special Assistant to the Attorney General of the United States, and is designed to answer a supplemental brief which will be filed by Gen. L. C. Boyle, chief counsel for the American Hardwood Manufacturers' Associations and the appellants involved under the attacks on the "Open Competition" plan.

According to opinions expressed by the counsel for the appellants, the Government's brief is merely a rehash of the original brief and fails to reveal any new argument or evidence.

But the stress that the Government brief lays on the alleged illegality and subversiveness of the Eddy plan is interesting to all trade associations, as it emphasizes the fact that the hardwood case is a test case, by which the Department of Justice proposes to determine the exact limitations of the co-operative efforts of the members of a given industry in an association. Upon the decision that will result hangs the future not only of the open competition plan membership of the American Hardwood Manufacturers' Association, but of nearly every important trade association in the country.

The members of the lumber association feel that they are extremely unfortunate in having been singled out for the test, but they still maintain confidence in the ultimate justification of their plan, though they have lost on every count since the Government brought its suit in equity in the Federal Court at Memphis in February, 1920. They believe that the Supreme Court will mitigate the sweeping injunction granted by the late Judge John E. McCall and afterward

sustained by the Supreme Court pending the outcome of final hearing.

In their denunciation of Eddy's plan the Government attorneys admit that the "members of an association may strive together to attain results beneficial to all," but maintain "that such striving would not partake of the nature of an effort by each acting independently to secure patronage for himself individually of a third party. In fact, the word 'competition' has no place in a description of the activities of these associations. As the history of their development and the literature promoting their adoption show, their chief design was to destroy competition and to substitute therefor co-operation.

Men engage in business, not for amusement, but for profit, and they will not ordinarily devote their time to the promotion or maintenance of a scheme which will not increase their profits. Of course, more accurate knowledge as to methods of conducting their business may aid them in reducing their expenses, and thus increase their profits; but when one uses a method which requires less expense than the methods of his competitors he is usually not anxious to secure its adoption by them. Undoubtedly there are activities in which all may naturally engage in concert in an effort to secure mutual benefit, but those activities have nothing to do with competition between the individuals so engaged. For illustration, it would be to the advantage of all hardwood lumber manufacturers for the use of such lumber to be extended into new fields, or for such legislation to be passed or treaties made as will promote the exportation of such lumber. And it would be to the mutual advantage of the manufacturers of one section to secure a reduction of rates to the centers of consumption, while the manufacturers of another section might well act in concert in opposition to such reduction in order to avoid the more acute competition which it would produce. Concerted action along such lines can be easily understood and create no suspicion. *But when men selling in the same market and seeking the same customers join hands in doing the very things that real competitors never have done—things which are directly and fundamentally opposed to every element of competition as defined and understood by all political economists, and as understood by Congress when the antitrust law was passed, such conduct naturally excites suspicion, and is deserving of the closest scrutiny.* The ultimate aim of such conduct upon the part of each individual is to increase his profits, and as profits depend upon the price of the product, his aim is to get more money for his output than otherwise he would receive. In fact, this is not denied by the promoters of the "Open price plan;" but they say it is accomplished by stabilizing the price, which means that the price will be made nearer constant at an average price higher than would be the average if the market were not thus stabilized.

Now, what is the natural result of such a scheme as is presented in the evidence in this case—that is, by the weekly exchange of the prices of all sales made, figured at a certain point; of monthly reports of all stocks on hand, sold and unsold, of all raw material on the yard, and prospective production; of the distribution of a monthly discussion engaged in by each member relating to the prospects for future business, and especially to prices, each being animated with a desire to have his product bring the highest price possible; of a letter prepared by the statistician presenting a summary of the situation, if not in a false light, at least in the light the most favorable facts will permit; and of frequent meetings where every element entering into production and prices are personally discussed and views are freely exchanged as to production and prices? In other words, where everyone exposes to every potential competitor every detail of his entire business, and especially those relating to prices of their common product, and then meet and personally discuss those details, is it possible for any real competition to exist among persons so affiliated? Certainly not. If real competition should develop, the organization would immediately fall to pieces, because every member who had been undersold would feel that he had been wronged, and thereafter would look upon such competitor as an enemy. The very existence of such an organization depends upon the implied, if not formal understanding, that every member will respect the supposed rights of all others, that no member will commit an act which will result in injury to any one or all of the other members, but that each will so conduct his business that it will result in the mutual benefit of all.

The operation of this plan is far more efficacious in controlling prices than an actual agreement fixing prices between the same persons.

This line of argument is pursued at much further length and the brief concludes with a number of theoretical citations of the alleged evil results of open price practices and citations of actual decisions adverse to these practices, made by courts under the Anti-Trust Laws.

Testify to Rate Strangulation

Hardwood Operators of Lower Mississippi Valley Ask I. C. C. to Restore Rates Prior to August 25, 1920, Permitting Them to Market Their Lower Grades and Resume Logging and Milling

With the declaration made by the hardwood lumbermen that their plea for lower freight rates should be regarded as an emergency case, and that the situation in the hardwood lumber industry now is as bad as the condition faced by the railroads a little more than a year ago, the Interstate Commerce Commission on October 4 began the taking of testimony in the case of the Southern Hardwood Traffic Association against the Illinois Central and other railroads for the rates prevailing prior to the increase of August 25, 1920.

J. V. Norman, counsel for the lumber association, asked that argument be heard immediately following the taking of testimony, declaring the condition of the hardwood industry to be critical as a result of the increased freight rates.

C. S. Humburg, representing the Illinois Central Railroad Company, made no objection, but C. B. Northcutt, representing the Southern Railway Company, said he doubted if this would be satisfactory. Henry Thurtell, attorney for the N. C. & St. L., demurred that he was not prepared, in advance of the introduction of any testimony, to agree to be bound by such an agreement, proposing that the request of Mr. Norman should be postponed until the attorneys for the railroads, of whom there are a dozen or more, had the opportunity to confer.

Disagreement among the attorneys of the carriers in the method of handling the case created the impression that the Southern lines were willing to consider the complaint of the hardwood interests, but that the Eastern and Northern lines are opposed to making any reductions because, according to their own information, the hardwood lumbermen of their sections have derived some benefit from the disruption of rate relationships by the percentage increases established in August, 1920.

Townshend Testifies

J. H. Townshend, the first witness called by Mr. Norman, and secretary-manager of the Southern Hardwood Traffic Association, stated that the cause of the complaint was Ex Parte 74, and particularly the application of the percentage increase. Mr. Townshend described attempts begun last March to bring about a readjustment in rates by negotiations between the shippers and the carriers.

Normally the complainants shipped about 500,000 cars a year, he said, while at present, he estimated they are shipping not more than 40 per cent of normal.

"The situation next year will be worse because no logging operations are being carried on now," he said, "and this is the time of the year that logging should be going on. The rates on logs are so high that they increase the cost of lumber \$3 per 1,000 feet. Fifty cents per 1,000 feet will turn a sale. The Commission knows that to be a fact in a number of cases.

"The negotiations concerning which Mr. Townshend testified to were continued until September 22 when shippers and carriers met with Commissioner Cox, but no agreement was reached. He said that early in the year the railroads advised the lumbermen to take their time, and said that if the Labor Board reduced wages or traffic increased, they would get the benefit of the changes in the cost of railway operation.

"The effect of the percentage increase has been to stifle business and put the hardwood operators out of business and decrease the tonnage of the railroads," Mr. Townshend declared. "At least 75 per cent of the Southern mills are shut down, consumers in the northern markets being supplied from short haul points. In the case of a lumber manufacturer at Bloomington, Ill., I know that

in six months of this year he shipped 2,212 cars. There has been no such reduction in his business as there has been in that of the Southern Hardwood lumbermen."

Confiscatory Rates

Referring to the relation of the new freight rates to the prices obtained by the hardwood lumbermen, Mr. Townshend said that in the case of J. M. Milner, of Leesville, La., he had shipped two carloads of No. 2 sap gum to the Illinois Glass Company, at Alton, Ill., receiving \$17 per 1,000 feet. The mill paid him \$558.65 and the freight bill was \$557.59 and the net profit on the two carloads was \$1.06. He referred to another shipment on which the dealer made \$7.67 on a carload. During a trip through the hardwood producing region he said that he had seen large quantities of No. 3 oak piled for burning. The mills must destroy tonnage which carriers would receive but for the destructive freight rates, he concluded.

James E. Stark of Memphis, an officer in two lumber companies and other companies that use hardwood, testified that his companies have four mills but only one in operation. That one mill is operating because he had a term contract requiring the removal of logs from a particular piece of land by a certain date, he said. He stated that they are cutting only the best of the timber and that only few of the logs are brought to the mill and after three inspections only the best are finally put upon the cars and the others are left in the forest, to be destroyed by worms.

In reply to a question of Mr. Norman as to where the witness sells his lumber, Mr. Stark said: "We are not shipping much now but normally we ship to all parts of the United States and some to Canada and other export points. We meet competition now with our high-grade lumber but we are stacking the low grades, hoping to sell it before the worms eat it or before we have to burn it. We can and do sell and ship our high-grade stuff but there is no market for the low grade. The northern competitive woods are coming south of Chicago because our increase in cents per 100 pounds has been higher than theirs. The prices on all grades on an average are lower than they were in 1916. We are leaving 50 per cent of the stuff in the woods, some of it cut and some standing. That which is left standing will be girdled to enable the owners of the land to clear it. Therefore it will never be brought out and marketed. It will be a total loss to the railroads. They will have less tonnage next year because no logs are being produced now. If the log rates were reduced to the level of those of August 25, 1920, we would start our mills because we did business on those rates and we believe we could do it again."

"Even if there were no reduction in the rates on lumber outbound?" asked Examiner Quirk.

Log Rates Heaviest Load

"The log rates are the big stumbling block," replied Mr. Stark. "and when I spoke I meant the rate on logs as well as on outbound lumber. The increase in the log rate causes an increase of \$3 per 1000 feet in the cost of lumber. We could do business on the rate prior to Ex Parte 74. J. M. Nelson, of Pottsville, Penna., recently had inquired for mine door material," continued Mr. Stark, "and said that he could pay \$23.50 at Pottsville. The rate from Memphis to Pottsville," Mr. Stark said, "is \$20.92½ per 1,000 feet. That rate on a carload would make the freight \$315 and the price quoted would net the seller only \$37 or \$38 per car, which would not be enough."

W. R. Foley, general manager of the Chickasaw Cooperage Company with 41 mills for the manufacture of tight barrel staves and

six or eight plants where the barrel materials are made up, said that 40 of the 41 mills are closed and that the one mill is operating on a contract which provides for the removal of the timber by a given time. He said that all costs except transportation had been reduced to about the pre-war level and he estimated the freight rate to be approximately 20 to 25 per cent of the total. Stating that his mills are not carrying on any operations in the woods now Mr. Foley said that if he knew that in 30 or 40 days the old freight rates would be restored he would start operating many of the closed plants now so as to get stock for next year.

"I do not mean to say that we would get all the closed plants into operation right away but we would get started. Unless we begin logging within 30 or 40 days we will not be able to do anything. Work in the woods cannot be done in the winter after the rains have started. We depend upon native labor and when one of our portable mills is set up at a spur on the railroad, the receipts of the railroad at that point are about double what is received from us. If we pay the railroad \$100,000 on our traffic the incidental traffic including passenger revenues usually amounts to as much more."

In reply to a question of Mr. Humburg as to whether the Volstead law had hurt the barrel business, Mr. Foley said that it has been hurt a little but that the whiskey barrel part of his business was small.

Lower Grades Await Decay

E. B. Norman of the Holly Ridge Lumber Co., said that the four plants of that company were producing at 25 per cent of normal, that the sale of high-grade lumber is going on but that the lower grades are being stacked to rot. He said the four mills could be run at nearly normal if the old freight rates were restored.

C. H. Sherrill, of Merryvale, La., was a refractory witness. He told the railroad lawyer that he could not see what bearing their questions had on the issue especially when they asked the authority for information on which he based his assertion that the freight rates had shut his company out of competition in Chicago.

At the continuation of the hearing on October 5, J. I. Nellen, of the Wilderness Lumber Company, with mills at Nellen, W. Va., said that he could not sell his low grades on freight rates now existing. He said that he had been unable to compete for furnishing mine doors in the anthracite coal region.

Walter W. Kelly, a wholesale lumber dealer in Detroit, supplying hardwood for automobile bodies, said that under the rates which became operative in August, 1920, he had been unable to buy any low grade grade lumber in the South. He said that he had been forced to get it from Canadian mills.

T. E. Sledger of May Brothers, Memphis, operating two mills,

said that he had been unable to ship any low grade lumber since the increase in rates last year. His outbound shipments since the increase had been less than 7 per cent of what they had been in the corresponding period prior to that time, he said.

Railroads Violate Moral Law

S. M. Nickey, president of the Southern Hardwood Traffic Association, following an investigation of conditions in Indiana lumber mills recently, said that the Indiana mills are operating at full time at present. The contention of Mr. Nickey was that neither the railroads nor the Interstate Commerce Commission had the moral right to disrupt long-standing relationships in rates. He said that he and other lumbermen had gone into the South, bought land from the Yazoo & Mississippi Valley and other railroads on the assumption that the then existing relationships would be preserved. He said that he was not contending for an equalization of the advantages of location but merely restoration of the adjustment which had existed for many years and under which mills in the north and south had been able to get into competitive markets on transportation rate terms which, when added to other factors in the cost of production, gave them an opportunity to contend for business on equal terms.

At the afternoon session, October 5, W. E. Hyde of Memphis and Lake Providence, La., said the effect of the advance in rates under Ex parte 74 on 15,000 acres of hardwood timber owned by him was the same as increasing his cost of production \$100,000. That is too great a burden to be borne by anyone who hopes to obtain business in competition with lumber produced in the northern mills.

V. W. Kraft, representing the Cooperage Industries of America, said the average rate on cooperage stock is \$4.50 per 1,000 feet and that is just about the average of prices received by the sellers. He submitted that all of the testimony put into the record by the hardwood lumbermen represented the condition of the southern cooperage firms and companies.

C. A. News, assistant secretary of the Southern Hardwood Traffic Association put into the record more than 20 exhibits to show that rates on lumber even prior to the increase of General Order 28 of the Director General of Railroads had reached the maximum of reasonableness and that every addition since June 24, 1918, had made them unreasonable.

W. A. Ransom of the Gayoso Lumber Company, C. M. Kellogg of the Kellogg Lumber Company, and Frank B. Robertson of the Ferguson-Palmer Company, Inc., all of Memphis, are among others who will testify for the Southern hardwood lumber manufacturers.

It is generally believed that a decision will be forthcoming around the first of November.

Woodusers' Association Ends Fruitful Year

(Continued from page 17)

mately emerge which will visualize, both to the producer and to the user of dimension stock, the advantages of a real study of conditions in that phase of wood stock.

The Nominating Committee submitted its report, which was adopted by the meeting, and the following officers were elected for the ensuing year: President, E. E. Parsonage; vice-president, Hugh P. Baker; treasurer, F. A. Vogel, secretary, Wm. B. Baker. Executive committee, the officers and W. A. Babbitt, John Foley and W. Harry Davis.

The following significant comment is taken from the Annual Report of W. A. Babbitt, the chairman of the Committee on Standardization:

"When your Committee undertook this work of standardization of the dimension requirements of the wood fabricating industries, our theory of the problem was that it would be necessary to train our heavy guns on the lumbermen. Everywhere, even by the secretaries of the lumber associations, we were assured that the entire success of the project depended on convincing the lumbermen that it was worth while to cooperate with the consumers and furnish them what they wanted. These lumbermen were a hard-boiled, opinionated lot, and so forth.

Our experience thus far has been entirely to the contrary. The outstanding feature of our problem is not the lumbermen, but the wood fabricator. It is possible that we have been unfortunate as to some of the industries we have approached with a view to standardizing their requirements. Be that as it may, your Committee is no longer open (if it ever was) to the suggestion from a wood fabricator that lumbermen are a hard-boiled, opinionated lot. It is not lawful for the pot to call the kettle black.

However, we must admit that considering the limited funds available, the advances toward a complete solution of the problem of standardization, with its attendant enormous conservation of forest resources, have been far beyond anything that we could reasonably have expected. The planting of this year will bring a larger harvest in the coming months.

Andrews-Early Company Formed

Howard F. Early, for the past two years sales manager of the Charles Gill Lumber Co., at Wausau, Wis., has severed his connection with that concern and is now associated with the John B. Andrews under the firm name of Andrews-Early Company, manufacturers and wholesalers, northern hardwoods. They will continue the wholesaling of northern hardwoods as heretofore.

Proposing a Workable Sales Tax

By F. J. Moss
President of the Millwork Cost Bureau

The morning newspapers of September 30 carried front page stories of the opposition that had developed in the Senate to numerous features of the pending tax bill. Among other things, it was said that because of general dissatisfaction with various features of the bill the movement for the Smoot 3 per cent manufacturers' sales tax, which is designed to replace both the excess profits tax and obnoxious miscellaneous taxes, appeared to be gaining some strength. On October 3 Senator New, Indiana, stated that he is doing what he can to push the Smoot tax, while Republican House Leader Mondell served notice on Republican Senate leaders that the House will not accept a sales tax in any form.

Inasmuch as the Smoot plan, with its 3 per cent manufacturers' sales tax, embodies the recommendations of the Manufacturers' National Tax Committee to the Senate Committee on Finance, Mr. Moss' criticism of the Manufacturers' Tax Committee report, during which he offers a substitute for the Smoot plan, is a worthy contribution to the nation-wide discussion of the new Federal taxation program. For several reasons Mr. Moss is unusually well qualified to write upon this notoriously obtuse subject. To begin with, he has made a hobby of political economy and he

was the principal founder, and since its inception in 1912 has been the president, of the Millwork Cost Bureau, a leadership which has demanded a fine knowledge of economics. Also, he is chairman of the tax committee of the Associated Industries of Missouri, a position which coaches for his understanding of tax questions; and president of the American Sash & Door Company, Kansas City, Mo. These facts indicate that he is able to discuss a taxation question from the standpoint not only of the student, but of the practical business man. Therefore, what he has to say in this instance is much more worthy of attention than the maunderings of a mere doctrinaire.

In this criticism Mr. Moss points out the complete impracticability of a gross sales tax, because of its pyramiding of taxes, and urges that the only workable tax on sales is a consumption tax with deductibles, that is, a tax which provides for deduction from the amount taxed in each sale of a manufactured commodity of the amount upon which tax was paid upon the immediately preceding turnover. Thus the pyramiding of taxes, which would tend to ultimately eliminate all except the larger industries which produce a commodity from the raw material to the finished product, is precluded.—THE EDITOR.

Even if it were possible to interpret the recommendations of the Manufacturers' National Tax Committee, which was filed with the Senate Committee on Finance in support of the proposed Smoot plan as a substitute for the House Tax Bill (H. R. 8245), the effect would be to saddle a 3 per cent tax upon manufactured products sold as such, such tax to be paid upon the sales price, lose or win, while other businesses would be called upon to pay a tax only in the event of a profit being made. I favor a tax upon gross sales (after deducting purchases upon which a tax has been paid). However, there is no sense or justice in taxing the products of manufacturers, at the same time relieving all other business from the tax burden, except only upon their profits. If other lines of business are a necessity or have a right to existence, then they should bear their portion of the tax burden. I grant that ultimately the burden upon manufactured products will be passed on to the consumer, but the same statement can be made with respect to other businesses; and the first principle of equitable taxation should contemplate an equal distribution of taxes to all classes of business.

It has been said that we are a nation of economic illiterates, and it is claimed by the Manufacturers' National Tax Committee, in endorsing the Smoot bill they are voicing the opinion of substantially one hundred thousand members with a normal employing capacity of approximately five million persons, would furnish the best possible proof of the charge that the study of economics in America is a lost science.

I am forced to the conclusion, however, that the committee in question, after a very superficial study of the problem, and arriving at a conclusion, have assumed to speak for others, few if any of whom would be in accord with the conclusions of the committee after a careful study of the subject.

I propose to discuss this matter quite frankly, even at the risk of being criticised, in the hope of arousing sufficient interest on the part of American business men to a sense of their duty of a correct understanding and vigorous action in this all-important matter.

A prominent statistician has made the statement that the enforcement and administration of the present national tax system represents a cost to the American people of more than one billion dollars per annum; and if the direct expense to the government and the time and money expended by the taxpayers is taken into account, there is no question of doubt but the statistician is well within the facts. This amount represents the total governmental expense prior to the war, and one-fourth of the revenue that is now deemed necessary and one-half of what would be necessary under a scientific, economical tax law. So much for the bill of expense due to

neglect. But it is said that the tax proposition is too complex for the average citizen to follow and understand.

Reason Is Snubbed

This conclusion is perfectly natural under the present system. The rule of reason has not been applied, and the average citizen immediately concludes that the problem is too intricate, and he leaves it to others to work out, with the result that the tax is established with respect to the resistance or pull exerted by the different interests and the effect it will have upon the voter. Political juggling and misrepresentations, either for the purpose of convincing the voter that he is being especially favored in tax matters, or responding to the interests in position to bring the greatest pressure to bear.

It so happens that I am engaged in the manufacture and distribution of a commodity, so that any comment on my part bearing upon the question of taxes upon luxuries must be considered without prejudice. We hear the demand on every side for an increase of the tax upon luxuries, without seeming to realize that luxuries are the product of the best brain and brawn, and represent labor almost in their entirety; so that the purchasers of luxuries are the best customers of those who have labor to sell, and any tax measure that would result in the curtailment of the demand for luxuries would result in unemployment and force the workers in the higher arts into direct competition with less skilled labor at a lower wage.

Concerning the report of the committee in condemnation of House Bill H. R. 8245, I agree in every particular, to which might be added the charge that it would work a great hardship in favor of the large integrated companies as against approximately 98 per cent of the smaller manufacturers.

But, bad as the House bill is, the bill introduced and supported by Senator Smoot contemplates a gross sales tax which, if applied as intended, would work a greater hardship than all of the many absurd, unjust features of House Bill H. R. 8245. A sales or consumption tax is the only just or scientific basis, providing it is so applied as to avoid pyramiding of taxes upon certain manufacturers or products. A gross sales tax applied to all sales, as contemplated in the original Smoot bill would ultimately result in the complete elimination of practically all manufacturers and merchants except a few of the very large corporate interests, which by reason of conducting all operations from the raw material to the finished product and the consumer, would be subject to but one tax, while the same materials passing through the hands of separate interests for each operation, and subject to a tax when passing from the hands of one independent operator to another, would carry a tax burden

aggregating all the way from two to five times in excess of the total tax that would be paid by the large integrated interests conducting all operations. And it is impossible to conceive of such an unjust measure receiving support from any quarter.

Deductibles Give Equity

As stated, a sales or consumption tax is the most scientific, equitable and simple method, providing pyramiding is avoided by allowing as deductibles all purchases of materials entering into the cost of the product offered for sale, and upon which the tax has been paid. Under this plan, if the total sales of a merchant or manufacturer in a given time amount to \$1,000,000 and during the same time the purchases of materials entering into his product amount to \$600,000, then the tax would lie against the difference between the sales and purchase price, which would be \$400,000. Thus identically the same tax would apply on the finished product, whether passing through the hands of a half dozen separate companies, or if all operations were conducted by one corporation. This plan is so simple as to be readily understood by anyone.

The Manufacturers' National Tax Committee in making their recommendations have evidently sought to overcome this serious phase of the Smoot plan by providing a single tax to be applied at a specific point in the process of manufacture.

It is proposed to levy a manufacturers' tax of 3 per cent upon finished commodities at a single point, when consumed or used without further process of manufacture. First let us analyze the products of the tree. Where is the man who can define finished products or the period of development where the tax should be paid? Would the tax apply upon the log when cut? Because it must be borne in mind that a large per cent of the trees cut are used for poles and piling, etc., and on such product would the tax be applied before or after creosoting or treating and preparing for use? The same question would arise as to railroad ties, and the same uncertainty as to manufactured lumber.

The recommendation is that the tax shall lie against every commodity manufactured, produced or imported when sold, leased or licensed for consumption or use without further process of manufacture. After being manufactured some lumber is sold to retail lumber dealers, and in some cases partially fabricated by the retail lumber dealer, but finally fabricated by the carpenter on the job. Other lumber is sold to what is known as a cutting plant, at which point it is cut into exact sizes for doors and windows, after which it is shipped to manufacturers, where a further process of manufacture takes place, and later sold to a contractor, and in many cases partially fabricated on the job.

When Could Lumber Be Taxed?

So that in the case of lumber, if the tax is to lie against the finished product, it would be impossible to determine at the time the material is sold as to the ultimate use of same, or the point at which the tax would be levied.

Scores of other questions could be raised with respect to lumber products, and the same is true to an even greater extent in the case of all other basic industries.

For example: The druggist purchases supplies from which drinks are prepared. Would the tax lie against the supplies so purchased or the finished product as sold by the druggist? Would the tax lie against the manufacturer of duckings or the finished awnings; against cloth manufacturers or the finished garments; against auto parts or finished automobiles; against wheat or flour or bread, and ten thousand other items equally indefinite?

Furthermore, there are comparatively few simon-pure manufacturers. The great majority of those engaged in the manufacturing business deal more or less in other manufactured items; so that any attempt to levy a tax upon items wholly manufactured by most concerns would involve the separation of sales into the various classes so as to determine as to that part of their sales upon which the tax would be applied.

And as I see it, the recommendations of the committee would rather increase instead of decrease the present confusion in tax matters.

The committee very wisely suggests widening the tax base; that

is to say, to distribute the tax to more products; and yet a literal application of the committee's recommendations would tremendously increase the burden or taxes upon the few, which would be the manufacturers.

I am wholly unable to understand the general disposition to place the burden of the tax upon what might be called the producers of tangibles. By tangibles I mean merchandise of all kinds. There is no reason or justice in excluding service corporations, such as common carriers, brokers, bankers, etc. Every legitimate business, whether it be a banker, broker, commission man, public carrier, or what not, is a part of the necessary economic system, just as much as the producers of wood and iron. I am inclined to attribute the omission of that character of business from the tax burden to the mistaken idea that it is difficult or impossible to arrive at a basis that would be equitable and simple in operation.

Tax Intangibles Through Payroll

More than 95 per cent of the value of tangibles, that is to say, merchandise and commodities of all kinds, is represented in labor—that is to say, the cost of the raw material represents approximately 5 per cent of the total cost. So that in establishing a tax rate upon tangibles or commodities, the tax is really based upon the aggregate labor in the various processes; and, as stated, service charges are just as much a necessity as the manufacturers of wood and iron; and the sales made by service corporations represent the value created by labor, and such sales should be subject to identically the same tax as is imposed in the case of sales of commodities; the only difference in arriving at the tax basis being in the case of tangibles the tax should apply upon the total difference between the sales and purchase price, and in the case of intangibles and service of all kinds, the tax should apply upon the payroll. The reason for basing the tax on tangibles upon the difference between the sales and purchase price instead of the payroll as in the case of intangibles is so that the tax will lie against all existing property and will be collected when the property is sold.

So that every employer of labor should be subject to a tax upon the total payroll (including domestic servants), except as stated, in the case of tangibles—that is commodities—the tax would apply upon the difference between the sales and purchase price.

The reason for basing the tax upon the payroll in the case of intangibles is, first, in the case of bankers and brokers and commission men, etc., where the margins are small and the turnover large, it would be simple and practicable to apply the tax on the total payroll rather than on the difference between the sales and purchase price. The other reason being to charge a tax upon domestic and personal servants.

So that if the desire is to widen the taxing basis, I should like to ask why it should not be widened to include the intangibles as suggested, instead of saddling the entire load upon commodities?

A tax as suggested, distributed over all commodities and all operations, would spread it so thin that it would be a burden to no one.

Further concerning recommendations by the committee; I note the reduction of the sur-tax for the purpose of diverting capital from non-taxable securities to the industrials. It should be borne in mind that this would affect only such capital represented by incomes in the higher bracket, and would result in shifting the burden from the few with a large income to the many with a smaller income; and in this connection I would suggest that industry can be readily financed if our tax laws are stabilized on an equitable and economical basis, and political sandbagging brought to an end.

Concerning the so-called authoritative estimate of the revenue from the five sources suggested by the committee: First, \$1,275,000,000 from personal and corporate income tax, with a maximum sur-tax of 32 per cent. This is evidently predicated largely upon the return for 1920, and is very much in excess in my opinion of the income that will be derived from that source this season.

The amount suggested from tobacco taxes is perhaps dependable; but the same conditions that affect the personal and corporate income tax will also reduce the income from inheritance taxes.

The amount suggested from import duties may be correct.

The next item, \$1,200,000,000 from proposed manufacturers' tax, maximum 3 per cent, is excessive even if it were possible to apply the tax upon the finished product, which, as stated, is impossible of determination. I assume that the term "manufacturers' tax" would apply to all manufacturers, whether corporations, co-partnerships, or associations, as it would be manifestly unjust to impose a sales tax upon corporations upon any different basis than the tax to be paid by co-partnerships and associates.

Would Yield Four Billions

A tax of 2 per cent on all tangibles, with deductibles as suggested, and a similar tax upon all intangibles—that is, service charges—together with a moderate income tax, such as suggested, will yield a revenue of approximately four billion dollars per annum. In effect, such a tax would be a burden of only \$20 a year for each thousand dollars spent by the individual; and in the event of an increase or decrease in the necessary income or revenue, all that would be necessary would be to change the basic rate higher or lower; and each individual would be in position to know within a fraction of what their taxes would be.

Permit me to cite one comparison of the difference between this plan and the plan under which we are now operating. At the present time we have tens of thousands of railroad clerks figuring a separate tax charge upon millions and millions of freight bills. We have hundreds of thousands of consignees figuring and verifying these freight charges upon millions and millions of freight bills. Last, but not least, we have an army of government inspectors figuring and verifying these various charges, the aggregate cost of all of which is appalling to contemplate.

Under this plan of a tax applying to service corporations, the freight tariffs would be established with respect to the tax to be paid, without one dollar of additional expense; and the total expense of collecting the tax would be a check from the railroad company in payment of the tax of 2 per cent (or whatever was agreed upon) based upon payroll covering a given period. And under this plan all American citizens would be relieved of rendering an income tax to the government, except those whose incomes were in excess of their exemptions, which in my opinion should be liberal, upon the theory that we should shift as much of the burden as possible to those who are able to pay.

There is nothing complicated about this, and the only reason that people everywhere have thrown up their hands in tax matters is that the whole tax scheme has been inaugurated with a total disregard of any basic principles; and the result is a hodge podge from beginning to end; and inasmuch as a radical change must be brought about, it is to be hoped that those in charge will go all the way in establishing a broad and equitable basis.

John H. Kirby Names Principles Necessary to Health of American Industry

In an interview given out October 10 on the unemployment situation, John H. Kirby of Houston, Tex., president of the National Lumber Manufacturers' Association and the Southern Tariff Association, as well as a member of the President's unemployment conference, said:

"Since the unemployment conference can only give advice, its highest possible service to the country would be performed by the adoption of a declaration of principles essential to the permanent health of industry—such a declaration as would command itself, by reason of its truth and clarity, to thoughtful men in all walks of life.

"The causes of the situation with which this meeting is attempting to cope are not mysterious. Anyone who considers our tremendous investment in unproductive enterprises during the war, the heavy burden placed upon production by high taxes, the over-

manning of our transportation system and consequent high freight rates, the serious effect of the fall in prices of farm products on the country's purchasing power, the intimidation of business by numerous attacks on property rights, and the uncertainties in which both production and distribution have been involved by strikes, will understand why thousands of men in our large cities have been sleeping on park benches.

"As agriculture is the basic industry of this country, with practically half of our people engaged in it, it is not possible for our other industries to dispose of their normal production when the purchasing power of our farmers is seriously impaired. It therefore follows that, before normal labor conditions can be restored, all prices and all wages should be brought into harmony with the prices of agricultural products.

"Onerous taxation is a fruitful cause of unemployment, because it discourages the establishment of new industries and the extension of old ones. Few men are willing to incur the risk incident to all industrial enterprises when they know that the total loss will fall on them if the enterprise fails, while the government will take an unreasonable percentage of the profits if the enterprise succeeds. Before this country can again employ its full man power at fair wages taxation must be reduced.

"I believe these simple truths should be put before the country. Also, while anxious not to provoke controversy, I favor a declaration along some such lines as the following:

1. Civilization rests upon the right of the citizen to enjoy all he can honestly earn and to be protected in the ownership and control of the property he may acquire.

2. The regulation of employments and of conditions of labor, insofar as any government has power to regulate them, belongs to the States, and any effort on the part of the Federal government to exercise such authority is a usurpation violative of the Constitution and a menace to the liberty of the citizen.

3. The right of the citizen to take employment and be protected in the peaceful pursuit thereof, regardless of his membership or non-membership in any organization whatsoever should not be violated.

4. Orderly and dependable transportation is essential in both production and distribution, and for that reason railway corporations have been invested by law with certain elements of sovereignty, including the power to take private property for their use in serving the public. All citizens who seek or accept employment with the railways know of their obligations to the public and by such acceptance take upon themselves like obligations. No citizen can be or should be compelled by law to remain in an employment against his wish, and his liberty of action in retiring from such employment should never be restrained. This freedom of action, however, does not carry with it a right to enter into a conspiracy to cripple or impair the power of carriers to perform the service to the public for which they are created, and such conspiracies should be prohibited by law.

* *Lumber Trade Customs*

*Decisions establishing these "customs" are rendered by the Arbitration Department of the American Wholesale Lumber Association.

Liability for Interest on Overdue Account

THE FACTS: On January 8, 1920, a wholesaler in Pennsylvania placed an order for a car of spruce siding with a Coast shipper, through a commission man. After an exchange of correspondence, the deal was finally closed on January 31, on which date buyer wrote seller agreeing to all terms and conditions, specified by the latter as to terms, delivery, etc.

The agreement as consummated was that shipment could not be made under four to six weeks and that payment in full was to be made within fifteen days from date of invoice, less 2% cash discount.

Shipment was made on March 10. About thirty days later buyer's customer, a retailer, notified him that shipment would not be accepted due to long delay in delivery. Thereupon the buyer on April 14 wired seller he could not handle the shipment on account of his customer's refusal of same. A few days later, however, buyer found another customer for the car at a less price and on terms of ninety days. Buyer then notified seller he would accept the car provided latter would allow him terms of ninety days, no payment having been made on same. Seller advised he would

allow ninety days from date of invoice provided trade acceptance for full amount without discount was sent in promptly.

The buyer, however, did not comply with offer but instead sent seller an acceptance for a part of the amount, dating same ninety days from April 21 instead of March 10. The acceptance was refused and returned to buyer as not being in accordance with the agreement.

The shipment was delayed in transit and no settlement was made thereon until seller received check on July 20 for full amount. The latter promptly made demand on buyer for interest for the extra time taken. Buyer then tendered his check for \$20.39, which was the amount of interest at 6% on the amount involved from June 10 (the due date according to the extension agreement) to date settlement was mailed, or July 14.

THE DISPUTE: Seller declined the interest check on the ground, first, that buyer was only entitled to sixty days' free time from date of shipment, inasmuch as the conditions under which he had offered thirty days additional were not complied with, and that therefore buyer should pay interest for all time taken from due date (sixty days from date of invoice) to date check was received; and, second, that the rate of interest should be 8% which was rate he had actually paid his bank for carrying the account.

Buyer contended that in the first instance the commission representative of the seller assured him on January 8 that prompt shipment would be made and that relying on this he immediately sold the same to his customer for similar delivery. When seller later advised that there would be some delay, buyer agreed hoping that delivery would still be made in time to meet his customer's needs. This was not accomplished, and buyer was forced to accept his customer's refusal of the shipment. He contended both he and seller were at fault; the latter by reason of promise made by his agent, which misled buyer. He accordingly resold the car at a sacrifice in price and only asked seller to absorb the extra time allowed and which he contended should be allowed irrespective of the fact that he had technically failed to fully comply with the conditions of seller's extension offer. He furthermore contended that interest should be allowed up to date remittance was mailed rather than to date of its receipt, and that he was only liable to pay the legal rate in Pennsylvania, or 6%.

THE DECISION: Held: The evidence submitted shows conclusively that seller complied with contract in every particular and seller should be justly entitled to interest on past due account.

Held further: That, inasmuch as buyer did not attempt to cancel order or to refuse the shipment until about one month from date of shipment, and as buyer failed to furnish suitable acceptance and, therefore, made no subsequent contract, the original contract remained in force. Therefore, it is

Held: That buyer not having complied with the terms as to payment, should pay interest for all time taken after sixty days from date of shipment up to July 20 (date seller received check) or seventy-two days, at 6% which is the local rate in Pennsylvania. The amount, therefore, due seller by buyer is found to be \$43.18.

Decision in Transit Car Dispute

THE FACTS: In this case, the Buyer, a wholesaler in Mississippi, purchased from a wholesaler-manufacturer, in Alabama, who operates a Transit Planing Mill, a car of lumber to be consigned to Buyer's order at a point in New York State. As a matter of convenience in his business, Seller follows the practice of consigning all or most of his cars to reconsigning points for diversion to final destination. He so handled this shipment and notified the Buyer of that fact when sending him invoice and stated that exchange bill of lading would be supplied as soon as received, the Seller absorbing the reconsigning charge. The Buyer thereupon offered no objection to this manner of handling, but asked Seller to notify the agent at Cairo to accept Buyer's reconsigning directions in lieu of Seller's, so that Buyer could at same time change name of consignee to that of his customer. This the Seller did promptly and instructions were given to the agent by Buyer. It then developed that, while the car was en route from Seller's plant to Cairo, and before reconsigning instructions were received by the agent, an embargo was placed against the final destination specified and therefore shipment could not be forwarded to same. The Buyer was unable to do otherwise than to let car remain at Cairo until the embargo was lifted sometime later. Meanwhile \$193.00 penalty and storage charges accrued, which Buyer charged to Seller and deducted same in settlement.

THE DISPUTE: The Buyer contended that Seller breached the contract when he failed to bill the car in the first instance through to the final destination specified in the order, there being no embargo in effect on date shipment moved; and that, having failed to bill the car as ordered, should absorb all the demurrage that accrued. He furthermore contended that his having taken the matter of reconsigning out of the hands of the Seller in nowise affected the situation due to the fact that embargo was placed before Seller's instructions reached Cairo. The Seller contended that he had just handled a previous shipment on the same order for the same destination in the same manner, except same was billed to and reconsigned at Herrick, Ill., and that no objection to this method of handling was made; neither was Seller cautioned against this practice when Buyer ordered the additional car on the order. Also that Buyer accepted this method of shipment when he requested the privilege of reconsigning same, whereas, if unsatisfactory, he should have then refused to accept shipment by this method and thus afforded Seller an opportunity to make other dis-

position and refill Buyer's order when embargo was lifted, no special time of shipment having been specified.

THE DECISION: HELD, 1st: That Seller breached the contract when he failed to bill the car in question through from his mill to the final destination specified in the order.

2nd: That the Buyer waived the Seller's breach of contract when he requested that the Seller should instruct the railroad to honor his reconsigning instructions.

3rd: That the detention charges in controversy accrued while the car was under the direct control of the Buyer.

4th: That the Buyer is owing to the Seller the amount in controversy, \$193.00, which is the amount of the detention charges.

Pertinent Information

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912

OF HARDWOOD RECORD, published semi-monthly at Chicago, Ill., for October 1, 1921:

State of Illinois,) ss.
County of Cook,)

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared E. W. Meeker, who, having been duly sworn according to law, deposes and says that he is the Editor of the **HARDWOOD RECORD**, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editorial and business managers are:

Name of	Postoffice address -
Publisher	The Hardwood Company, 537 So. Dearborn St., Chicago, Ill.
Editor	E. W. Meeker, 537 So. Dearborn St., Chicago, Ill.
Managing Editor	None.
Business Managers	E. W. Meeker and H. F. Ake.

2. That the owners are (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

C. W. Defebaugh, 431 So. Dearborn St., Chicago, Ill.
E. W. Meeker, 537 So. Dearborn St., Chicago, Ill.
H. F. Ake, 537 So. Dearborn St., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (if there are none, so state)—None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown about is ———. (This information is required from daily publications only.)

(Signed)

E. W. MEEKER, Editor.

Sworn to and subscribed before me this twenty-first day of September, 1921.

[SEAL]

F. D. STAUP,
Notary Public.

(My commission expires Nov. 10, 1923.)

Reforestation of France

Before the war France possessed approximately 185,000,000 acres of productive forests. The bulk of these forests, about 177,000,000 acres, were in private ownership, while 3,000,000 acres were owned by the state, and 5,000,000 acres were in the possession of the communes.

The war wrought great havoc with the French forests. Large areas were totally destroyed through fire, while the forests back of the fire zone were heavily drawn upon for firewood, trench timber and other necessities. After the armistice the water and forest board of France, which is the national body clothed with authority over the forests and international waterways, took up the problem of reforestation with vigor and great energy. The authorities admit, however, that given the most favorable

Lumber Prices at Sawmills Down to Rock Bottom

AFTER a steady decline from the high level of the post-war period, lumber at the sawmills has reached rock bottom. Many items, in fact, are now selling at the sawmills for less than the cost of production.

Today the prices at which lumber is being sold at the sawmills by the lumber manufacturers average less than one-half of the prices a year ago. Some items are lower in price than before the war.



How Lumber Prices at the Sawmills Have Dropped

THE manufacturers' price at the sawmills for ordinary building lumber is only 40% of what it was eighteen months ago.

Flooring has dropped over 60%, heavy timbers for bridges and factories 50%, fence boards 60%.

Only a small proportion of the output of American sawmills—largely special items—is now yielding any profit to the sawmill man.

Overproduction Everywhere —Keen Competition

LUMBER was the last commodity to go up in price and the first to come down.

There are 30,000 sawmills trying to sell their product to a market which now could be supplied easily by 20,000.

Lumber is the cheapest as well as the most satisfactory material for home building.



Build of Wood — and Build Now

**NATIONAL LUMBER MANUFACTURERS
ASSOCIATION**

**Harris Trust Building
Chicago**

developments, it will take at least a century to bring France's forests back to the state of productiveness in which they were prior to the summer of 1914.

A survey after the armistice showed that in the territory occupied by the enemy the forests had been ruthlessly destroyed. The war zone spread over 11 forest-bearing departments, including Aisne, Ardennes, Marne, Meurthe-et-Moselle, Meuse, Nord, Oise, Pas-de-Calais, Somme, Vosges and Belfort territory. In these parts 300,000 acres of state forests, 322,500 acres of parish forests, and 922,000 acres of privately owned forests were subject to devastation. In over one-third of this territory the productive capacity of the forests was completely destroyed. Over half a million acres must be refitted and rewooded to make it of any use. Another area of 375,000 acres shows the effects of abusive, premeditatively destructive, or wasteful fellings, in which reserve plantings have been almost obliterated.

It is calculated that it will require from 60 to 100 years of intensive cultivation to bring these forests back to normal. Their loss involves to France an annual shortage of over 35,000,000 cubic feet of wood. France looks to Germany to assist in meeting its timber necessities as well as to provide some of the funds needed for rebuilding its forests. The peace treaty stipulated that Germany should deliver to France all the timber necessary for reconstructing the devastated regions, and this work is now going on. Deliveries, however, have been hampered by the lack of adequate transportation facilities.

The water and forest board has established a special forest reconstitution service. In each department which suffered from the invasion there has been set up, independent of the water and forest board, a so-called "forest reconstitution inspection," with definite duties relating to the restoration of the state, parish and privately owned forests.

Among the measures put into effect by the forest board, besides the clearing of land, reforestation, etc., are those of permitting a more liberal degree of cutting to supply immediate requirements. This involves an abandonment of the policy of reserving certain stock of exceptional sizes for a future date. The board has undertaken to increase the number of young and medium trees whose annual growth is important and to sacrifice the older parks of slow-growing possibilities; to utilize all non-permanent resources; to reduce railway transportation rates on timber in order to facilitate its movement; to utilize more of the home-grown resinous species, which in the past have been disregarded in favor of those of the northern European countries on account of their assumed inferior quality, and to work France's colonial forests, especially those of French West Africa, where investigation has shown that there are vast forest resources suitable for French requirements. Reforestation on an extensive scale is held to be essentially work for the state, as it is considered more or less economically unsound for private capital to engage in this work.

French forestry lost heavily in personnel during the war, but it is being rapidly rebuilt, the authorities recognizing that no department is more necessary to the present and future national welfare than that of tree culture.—U. S. Commerce Reports.

Demand for Buggies Down to Quarter Million a Year

In addressing the forty-ninth annual convention of the National Carriage Builders' Association, which was held at the Hotel Gibson in Cincinnati, O., on September 19, 20 and 21, H. A. White of High Point, N. C., president, said that 250,000 buggies are now the annual output of carriage builders of the United States, as compared with 1,250,000 a year before the unusual use of motor vehicles. Mr. White expressed the belief that the public has settled down to the number now produced as the yearly demand.

"There is no better way of bringing about a revival of the buggy business, both domestic and foreign, than by the practice of team work in the matter of joint advertising," Mr. White continued. "Through advertising we can strengthen the backbone of our dealer friend and show the world that the horse is not to be discarded and his wheeled equipment converted into junk. We've got the argument on our side, and it is up to us to use it effectively in advertising. We can blame no one if we refuse to challenge the enemy at the gates and fight for our right of way."

Officers for the ensuing year were elected as follows: President, P. E. Ebrezn, St. Louis; vice-presidents, W. L. Delker, Henderson, Ky.; W. C. Heitzman, Union City, Ind.; W. G. Norman, Griffin, Ga.; J. H. Birch, Jr., Burlington, N. J.; B. F. Taylor, Oxford, N. C.; T. M. Robinson, Nashville, Tenn., and L. R. Jones, Franklin, Va. Executive committee, F. H. Delker, Henderson, Ky.; C. R. Crawford, St. Louis; T. M. Sechler, Moline, Ill.; H. A. White, High Point, N. C., and R. J. Jones, Henderson, N. C.

The next convention, which will mark the fiftieth anniversary of the organization, will be held in St. Louis.

Fire Destroys Vehicle Plant

Fire destroyed the manufacturing plant of the Vehicle Supply Company at Cairo, Ill., on September 24, with a loss of from \$25,000 to \$30,000 partially covered by insurance. The warehouses and sheds were saved. Plans are now being made for rebuilding.

Look Out for This Imposter

HARDWOOD RECORD has received a letter from A. G. Ruthmann of the St. Louis Lumber Company of St. Louis, Mo., advising that there is an imposter traveling through the country under the name of J. C. Snider and J. C. Sanders, who represents himself as a buyer of hardwoods for this company, a subterfuge by which he has managed to cash several bogus

checks, one of which amounted to \$45. The man is described as about 50 years of age, weighing 135 pounds, swarthy complexion, smooth face, dark hair, about 5 feet 6 inches tall. One of his victims advised Mr. Ruthmann that he appears to be well posted in the lumber business, except as to prices, his quotations being \$10 to \$15 above the market. The St. Louis Lumber Company handles no hardwoods and has no buyer on the road for any purpose.

Rebuilding M. & R. Office

Workmen have started rebuilding the office of the Mowbray & Robinson Lumber Company at Eighth & Horne streets, Cincinnati, O., which was recently destroyed by fire. J. J. Linehan, general manager, said the company expects to be back at its old location by October 20.

Mr. Shoe Finds Business Better

P. V. Shoe of the lumber firm of Kosse, Shoe & Schleyer Company, Cincinnati, O., has just completed a tour of Ohio and certain sections of adjoining states, and says that there has been a noticeable improvement in the lumber business. "Hardwoods are bringing better prices and this has helped considerable to stabilize the market," Mr. Shoe said. "Orders and inquiries from abroad are increasing in volume weekly."

Heim Swings Around the Circle

Frank Heim, representing the hardwood firm of Richard P. Baer & Co., the tower of the Maryland Casualty building, Baltimore, Md., returned recently from a three weeks' trip, which took in Boston, Rochester, Cleveland, Detroit, Grand Rapids, Chicago, and even included a dip into Iowa, at Dubuque. Mr. Heim's main object was to get in touch with the representatives of his firm and obtain from them their impressions of the state of business. Incidentally, he also called on a number of the big consumers of hardwoods, among them furniture manufacturers, the cabinet makers, the automobile builders. He found, he says, that feeling generally as to the state of the trade was more hopeful, though no heavy buying was as yet being done. What was very gratifying and promised well for the future was the fact that all of the furniture factories without a single exception seemed to be running at capacity. Up to the present time, however, these establishments had not found it necessary to draw to any extent upon the stocks of the producers of hardwoods or the dealers, having bought very heavily last year under the influence of the big spurt then on and having carried extensive quantities of lumber over from that time. Now they were approaching a stage, however, when it will be necessary for them to enter the market once more, as their assortments no longer suffice for their needs.

Clubs and Associations

Michigan Operators Called

The regular Fall Meeting of the Michigan Hardwood Manufacturers' Association will be held at the Pantlind Hotel, Grand Rapids, Mich., Thursday, October 20, 10 A. M.

J. C. Knox, secretary, urges that this is an opportune time for the members to get in touch with conditions all over Michigan and there is a store of information to be obtained by coming in contact with the various members of the association which cannot be gotten in any other way. Freight rates, tax questions, general market conditions, etc., will be fully discussed.

The market conditions committee meeting will be held Wednesday afternoon, October 19 at 2:15 in order to give full time to this important work. All members are invited.

The luncheon Thursday will be at 12:30 in order that members can catch afternoon trains.

Americans at London Hardwood Club Annual

The second annual meeting of the London Hardwood Club in the great British metropolis on September 2 resulted in the election of Norman A. Wright president to succeed H. G. Sharp of Churchill & Sim.

Among the Americans in attendance at the meeting and luncheon were G. H. Evans of the G. H. Evans Lumber Company, Chattanooga, Tenn.; Ben May of New York and R. P. Baer of Philadelphia.

Buffalo Lumbermen Hunt Chestnuts

The annual chestnut outing of the Buffalo Lumber Exchange was held on October 4 at the Boston Hills, south of Buffalo. This outing is a popular institution of some years' standing, and as the weather was pleasant, though cool, the attendance was large on this occasion. It was cool and bracing enough to make outdoor diversion, including baseball, attractive, and this sport, as well as quail-pitching, had its usual devotees. Two generous meals were served by the culinary committee, consisting of the following: Elmer J. Sturm, chairman; Charles N. Perrin, Fleming Sullivan, Eugene Carson, Ashton McNeil and Eugene Nostrand. They showed their customary skill and hospitality, and the menu was so appetizing that little room was left for chestnuts, the hunt for which, however was continued with fair success.

Canadian Dark Horse Wins Memphis Golf Tournament



H. B. Weiss, President of Lumbermen's Golf Association of Memphis

A dark horse from the north stalked the Memphis (Tenn.) Colonial Country Club links to victory in the annual tournament of the Lumberman's Golf association of Memphis. In his sudden coming and his going and what he did while on the links lies the sad story of what happened to the high hopes of the Memphis golfers who had the tournament figured out quite another way.

If the tournament competitors had been as well prepared against the unexpected playing of A. G. Gill, Canadian lumberman, from Toronto, as, say the entertainment committee was prepared in the unsurpassed hospitality they dealt out to all hands, the championship might

have stayed thereabouts. But Frank Crager, the last year champion, who hails from Helena was hardly a match for the consistent championship golf played by Gill. Whether Gill's play was responsible or not Crager did not even take second place having to be content with third honors for lowest gross score, while the steady game of M. H. Brown of Memphis brought him in second in the championship flight, only one shot behind Gill. The tourney was held September 23.

Gill won the title trophy offered by W. E. Hyde, president of the Memphis association, for the low gross score of the 36 holes medal play from the field of 70 players with 164 for 36 holes. He returned a score of 78 in the forenoon 18 holes' play and 88 for the afternoon play.

Although the presence in the play of Gill and Duncan Martin of Glasgow, Scotland, who is purchasing hickory in this country, gave the tournament the proper international flavor, the American golfers do not in any sense look upon Gill's victory as a foreign triumph, inasmuch as he maintains a residence in the summer season at Humphrey, Arkansas.

There were trophies galore and in taking second place in the association championship play, M. H. Brown, gathered in a trophy for the low gross score for the forenoon play, 82 for the 18 holes. Brown made the round in the afternoon in 85, or 167 for the 36 holes, easing in just one point behind the new champion.

Former Champion Crager lost his title by only three strokes, doing 84 in the morning and 85 in the afternoon or 169 for the day's 36-hole play.

Memphis golfers can easily rest content with the day's work inasmuch as in addition to some mighty good all-round playing by local entries, J. C. Bonner of Memphis, won the trophy for the low net figure for the day with 141 and F. R. Gadd also of Memphis came in with the second lowest net score, or 143. The one point difference in their play was perhaps due to the steady work of Bonner, who did the morning round in 70 and failed by one point of equalling it again in the afternoon. Both had handicaps of 21 strokes.

The Fisher trophy was captured deftly by L. E. Cornelius of St. Louis with an 82 after lunch. Stanley T. Horn of Nashville, came in with the low net in the forenoon play while R. G. Hudson of Little Rock brought the Arkansas colors to the forefront with a rush in the afternoon by equalling Horn's net of 71.

Frank Crager proved his championship calibre by taking the prize for match play against par finishing the morning round 10 down.

The trophy for best score against a blind hole, the 13th, was also won by a Helena man, E. F. Jennings. He startled the gallery, which was a large and enthusiastic one, with a very fine four, which is some golf playing when one considers that the 13th on the Colonial club links is a hard, long uphill hole of 492 yards.

Lloyd Bond of Charleston, Miss., beat all comers for the best net score on even holes for all-day play, with a 36 and a 38.

F. R. Gadd demonstrated that if ringers could be counted on a single day's performance course records would very frequently result. Gadd came home again a winner with the best card on odd holes. He achieved a 35 and a 36.

Rooters for the Memphis pill propellers had another chance to howl their heads off, or if feminine, to clap their hands to a calloused state, when F. A. Conkling annexed the consolation trophy for gross top, with 266 top. Conkling probably figured he had to do something to add a

note to the Memphis mountain of golf achievement and being a wise man he went after the prize which he knew he could win if he wasn't too careful and precise about his pill punishing.

And then came the grand cheer-up dare for the local talent. H. J. Richards, E. A. Powell, and George Wright Jones, all of Memphis, the last named incidentally proving that he could drive a golf ball as well as an auto, were three of the four who were flight winners in the handicap play, medal scores to apply. The fourth in this winning group was another Helena, George Nichols.

Again Helena headed the way to victory when S. A. Godman of that city of champions, returned a net of 72 for the morning play, besting all competitors with allowances of 15 or more strokes. But in the afternoon R. Carnahan of Pine Bluff, Ark., topped this class.

All in all it was the greatest day that lumbermen have had in wielding hardwood instead of producing and selling it. And there were all sorts of wielders of the wicked weapons by which a golfer achieves a net fame—at least exercise and, if he's lucky, considerable satisfaction.

It is said that Ed Stanton, secretary of the American Hardwood association, was so keen for absolute accuracy that he was on the job with an adding machine. Ed was formerly a newspaperman and probably has had enough experience with golfers and their scores to know that anything that is human has dire need of accuracy when he counts golf strokes.

Not alone was the purpose of golf served at the tourney. For the promotion of good fellowship among the lumber fraternity was paramount throughout the day, and at the annual banquet in the evening. In fact golf took a decided second place in the accomplishments of the day and night program.

The summaries:

(First the forenoon rounds, then handicap and then the afternoon rounds.)

J. C. Bonner.....	91	21	70	71	141
F. R. Gadd.....	92	21	71	71-142	
George Nichols.....	95	15	80	76-146	
E. F. Jennings.....	86	13	73	76-149	
R. Carnahan.....	90	14	76	74-150	
E. C. Burnett.....	104	18	86	74-152	
A. G. Gill.....	78	7	71	81-152	
Stanley F. Horn.....	91	20	71	86-156	
H. J. Richards.....	108	30	78	78-156	
L. E. Cornelius.....	91	8	83	74-157	
J. M. Pritchard.....	99	7	82	75-157	
Cooper Bodine.....	102	23	79	78-157	
M. H. Brown.....	82	10	72	75-157	
J. R. Newkirk.....	85	5	80	78-158	
George Wright Jones.....	90	12	78	80-158	
Lloyd Bond.....	88	8	80	80-160	
F. G. Smith.....	94	19	75	86-161	
George Ehemann.....	112	30	82	79-161	
E. P. Jones.....	90	12	78	84-162	
R. G. Hudson.....	114	22	92	71-163	
Frank Crager.....	84	3	81	82-163	
Luke Russell.....	103	25	78	86-164	
H. B. Weiss.....	106	25	81	83-164	
M. L. Williams.....	96	19	77	77-164	
R. Petrus.....	103	25	78	87-165	
C. W. Griffith.....	117	30	87	78-165	
C. L. Dickinson.....	108	25	83	83-166	
E. A. Powell.....	99	20	79	77-166	
S. L. Harlowe.....	110	25	82	86-169	
R. J. Hackney.....	98	17	81	78-169	
Jno. W. McClure.....	111	30	81	88-169	
E. P. Rhodes.....	96	13	83	87-170	
H. A. Childerson.....	107	20	87	84-171	
C. A. Denning.....	110	22	88	83-171	
A. M. Pollack.....	111	20	91	82-173	
L. D. Halstead.....	103	14	89	84-173	
Paul Rush.....	108	25	83	90-173	
Frank T. Dooley.....	101	13	88	86-174	
W. E. Hyde.....	97	13	84	90-174	
W. N. Coulson.....	101	15	86	86-174	
W. C. Bonner.....	114	30	84	91-175	
W. L. Evans.....	103	18	85	91-176	
W. M. Willis.....	105	16	89	88-177	
E. B. Norman.....	116	20	96	82-178	
J. R. McFadden.....	110	20	90	90-180	
F. E. Bruce.....	117	30	87	93-180	
J. S. Watrous.....	111	25	86	94-180	
R. C. Stimson.....	100	21	79	103-182	
Edward O'Brien.....	111	20	91	91-182	
R. H. Darnell.....	99	18	81	91-182	
G. G. Carnahan.....	107	20	87	86-183	
J. T. Jones.....	117	24	93	90-183	
K. A. Smith.....	118	24	94	93-187	
Russell Burke.....	103	12	91	98-189	
E. A. Neely.....	129	30	99	91-190	
J. S. Williford.....	126	24	102	94-196	

H. P. Moyer	124	23	101	95-196
J. E. Walsh	132	30	102	101-203
F. C. Respass	135	23	112	101-213
F. A. Conkling	144	30	113	113-226

The following withdrew or returned to cards in the afternoon:

Ralph Jorden, B. F. Dulwelter, E. H. Delebaugh, R. O. Martin, J. F. Mungen, K. A. Taylor, D. G. Martin, W. J. Whyte, N. A. Gladding, L. E. Doster, S. A. Godman.

At the great jollification at the club in the evening H. B. Weiss was elected president amid great acclaim. The following other officers were elected to serve with him: J. C. Berner, vice-president; J. M. Pritchard, secretary-treasurer. Board of governors: O. M. Krebs, Geo. W. Jones, Jack Welsh, H. J. Richards and Luke Russell.

Strong Program Promised for Logging Congress

From present plans and indications the fall meeting of the Appalachian Logging Congress, to be held in Knoxville, October 18, 19 and 20, will surpass the notable spring session held in Cincinnati. The fall meeting will be the sixth annual session, the Congress having been organized in Asheville, N. C., January 3 and 4, 1916, with Col. W. B. Townsend as its first president, C. L. Babcock, E. A. Gaskill and W. T. Latham having also served.

At present the official roster is: F. G. Norcross, president; John Raine, vice-president; T. Sunderland, secretary. Executive committee, M. W. Stark, chairman; John F. Shea, C. L. Babcock, Geo. N. Delaney, W. T. Latham, Andrew Gennett, L. D. Gasteiger and T. W. Hampton. This is subject to change at the Knoxville meeting, as the annual election will then be held.

Permanent offices, with a full time secretary, were established in Knoxville in November, 1920, since which time the membership has grown from thirty-eight members and associate members until now it has 123 members and associate members. Secretary Sunderland has labored faithfully and strenuously to place the Congress in the position it now occupies, and it is expected that it will be given another big impetus by the coming meeting.

L. H. Tucker of the Andrews Manufacturing Company, Andrews, N. C., who is an expert accountant with several years experience in the lumber industry, will make an address on "Costs and How to Keep Them," this being a subject that all lumbermen should hear.

F. G. Norcross, who has had forty-five years' experience in the manufacture of lumber, will address those assembled on the subject of "Sawing of the Log." This address will be illustrated with diagrams.

Geo. L. Wood of the R. E. Wood Lumber Company, who has had many years' experience in the industry, will speak on the subject, "Reforestation from a Lumberman's Viewpoint." Also to dwell upon conservation methods as seen by a practical lumberman.

J. R. McGiffert, vice-president Clyde Iron Works, will give a historical address on the development of logging machinery.

Andrew Gennett of Gennett Lumber Company, Asheville, N. C., will make an address on "Compensation Insurance." Mr. Gennett is well qualified on this subject, being able to discuss same, both from a legal viewpoint and from that of an employer.

Col. W. B. Greeley, chief forester, has cooperated with officers of the Congress in having both E. H. Frothingham and Capt. I. F. Eldredge attend this meeting, the former to explain the methods of the forestry department in their experiment to develop the minimum requirements to keep cut-over lands productive, while the latter will outline the policies of the forestry department. Inasmuch as the subject of reforestation and conservation now occupies the center of the stage, it is well that all lumbermen be well informed on these proposed policies, which will enable their cooperating with the department.

This is the outline of the program, while acceptances are yet to be received from two other speakers, who are thoroughly versed in their lines of endeavor. With the acceptances of these two, the program of fixed subjects will be closed, the balance of the business sessions to be devoted to round table discussion of subjects that are of vital importance to the logger and lumberman and the election of officers.

Robert M. Carrier, president of the American Hardwood Manufacturers' Association, will be in attendance at this meeting, and a message from him to those assembled will be of much interest.

While the entertainment of those present will be in the hands of Lewis Doster, chairman of the entertainment committee, assisted by his associates, E. M. Vestal, E. W. Meeker, W. H. Hopkins and D. F. Baker, this committee is receiving the cooperation of a special committee appointed by J. M. Logan, president of the Knoxville Lumbermen's Club, this committee being composed of C. F. Maples, chairman; E. M. Vestal and H. C. Kopcke. Past President C. L. Babcock has conferred with these committees and local people, and a warm welcome awaits those who attend and everything will be done to make their visit to this meeting and to Knoxville both pleasant and profitable.

National Wholesale Association Activities

The National Wholesale Lumber Dealers' Association, through its Committee on Legislation, is studying Senator Frelinghuysen's Coal Bill, S1807. It will be recalled that early this year the Association, co-operating with the Chamber of Commerce of the United States, opposed the so-called

Packers and Calder Coal bills, as then introduced. The National Association is informed by the Chamber that the present Frelinghuysen bill is very different from the Calder bill, and that there seems to be no violation of the principles to which the Chamber is committed. Many members of the National Wholesale Lumber Dealers' Association are also in the coal business, and also because of the possible influence and effect of this proposed legislation on the lumber industry the Legislation Committee is giving it careful consideration.

Reports to the members state that the Secretary of War, because of lack of funds, has announced that the Aerial Forest Patrol will be discontinued. The Association was requested to oppose the discontinuance of the Patrol, and the matter was referred to the Forestry Committee. The Forest Service was requested to express its views, and while Forester W. B. Greeley believed the Aeroplane Patrol has large possibilities of service and he would be glad to see it continued, in view of the cost involved and because this method of forest protection is a supplemental one whose value, development, and serviceability can only be worked out through extended experience, the Forest Service did not feel justified in requesting the War Department to rescind the action it has taken because of the need for National economy. The Forestry Committee of the National Wholesale Lumber Dealers' Association will, therefore, recommend at the next meeting of the Board of Trustees that no action be taken at this time to retain the Aerial Forest Patrol.

Southern Exporters Urge Cuban Loan

The Cuban "situation," as usual, received the lion's share of the attention of the directors of the Southern Lumber Exporters' Association, comprising some of the leading hardwood exporters of the region, at a meeting in New Orleans, September 23. Though the little island was once upon a time a very large consumer of Southern lumber and until recently took vast quantities of Southern hardwoods, its business has gone practically to nothing. All efforts are being bent by the association to restore this trade to a condition of normalcy.

Those taking part in the discussion included E. R. du Mont, president; C. E. Dobson, managing director; Lucas E. Moore, W. N. Hunter, Roger E. Simmons and L. L. Chipman.

Resolutions were adopted, copies of which were sent to Southern congressmen and the commercial chambers at the various Gulf and South Atlantic ports, which were in substance:

"Whereas, business in the island of Cuba, our ward, and our customer in 1920 for goods to the value of over five hundred millions of dollars, is in a condition of financial distress; be it

"Resolved, That the interests of both countries would be served if the government of the United States would give its approval to an issuance of Cuban bonds for financing needed and economically desirable road and port improvements, since it is believed that this action would give a general stimulus to the business life of the island that would produce marked improvement in conditions therein."

Banker Predicts Advance in Lumber

Dwight Armstrong, vice-president of the Commercial Trust & Savings Bank, told members of the Lumbermen's Club of Memphis, at the regular semi-monthly meeting of the latter at the Hotel Gayoso Saturday afternoon, Oct. 1, that the accumulation of such a large percentage of the gold supply of the world in the United States has had the effect of impairing the equilibrium of international exchange and that this constitutes the greatest menace at the moment to orderly revival of business throughout the world. He said that students of economics and captains of finance in this and other countries are trying to "find a way out" of the present situation and he expressed the view that they would, in time, be able to do so. He predicted that the lumbermen might shortly experience an advance in their products such as the cotton interests of the South are now enjoying. He pointed out that the shortage of current production is making for the same shortage in lumber which boll weevil and reduced acreage have created in the case of cotton. He said that "business is somewhere between stagnation and recovery" and he thought that present optimism in business and financial circles is thoroughly justified.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, gave a brief report of the conferences held in Washington between officials of that organization and representatives of the interstate commerce commission and the carriers. He asked, however, that nothing be published regarding his statement. He made an urgent plea for members of the club identified with the association to go to Washington and assist in getting the proper evidence in the record to convince the interstate commerce commission that present rates are not only more than the traffic will bear but that they are actually destructive of the industry. Mr. Townshend said that a decision would probably be forthcoming around Nov. 1 and expressed confidence that a substantial reduction in rates would be ordered.

E. L. Pierce, of the Pierce Lumber Company, Marked Tree, Ark., was elected an associate member, and James E. Bell, of the James E. Bell Lumber Company, Hollandale, Miss., an active one.

Joe Thompson, vice-president, occupied the chair in the absence of J. H. Hines, president.

Long-Bell

Branded Hardwoods

GUM~OAK~ASH

POPLAR~ELM

Wood of exceptional texture and uniformity of color for a great variety of purposes—cut from the Saline River bottom of Arkansas and the Bucatanna basin region of Mississippi.

The Long-Bell Lumber Company
R.A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

Retailers National Association to Meet

The fifth annual convention of the National Retail Lumber Dealers' Association will be held at the Congress Hotel in Chicago on October 19 to 21. The sessions will be presided over by John E. Lloyd of Philadelphia, Pa., president. The big annual banquet will be held Thursday evening, October 20.

With the Trade

Plan Resaw to Make Excelsior

The McDonough Manufacturing Company of Eau Claire, Wis., a large manufacturer of sawmill, planing mill and other woodworking machinery, is considering the matter of bringing out a new design of resaw for box lumber factories, which will produce excelsior instead of sawdust. This development is in line with the widespread movement for greater utilization of waste lumber, according to W. B. Brady, general manager of the company. As is generally known, excelsior as a by-product would be a valuable commercial commodity, while sawdust has few if any important uses. The proposed new resaw design is to be developed as the McDonough company's contribution to the campaign of the National Lumber Manufacturers' Association, involving a nationwide contest for the best new method, new idea or new machine to save labor, time, material or expenses in connection with the production of lumber, now being conducted by the Utilization and Waste Preventive Committee of the National Association.

Charting Better Times

At considerable cost of time and money the J. W. Darling Lumber Company, Cincinnati, O., worked out the chart here shown, hoping to drive home at a glance the fact that now is a good time to buy lumber. Note the almost perpendicular drop from the peak of March, 1920. Glance at the beginning of the upward trend in September, 1921.

The company sent copies of the chart to its customers saying: "Tack it on the wall of your office and show it to that skeptical customer of yours who is waiting for lower prices. HE WILL WAIT IN VAIN!"

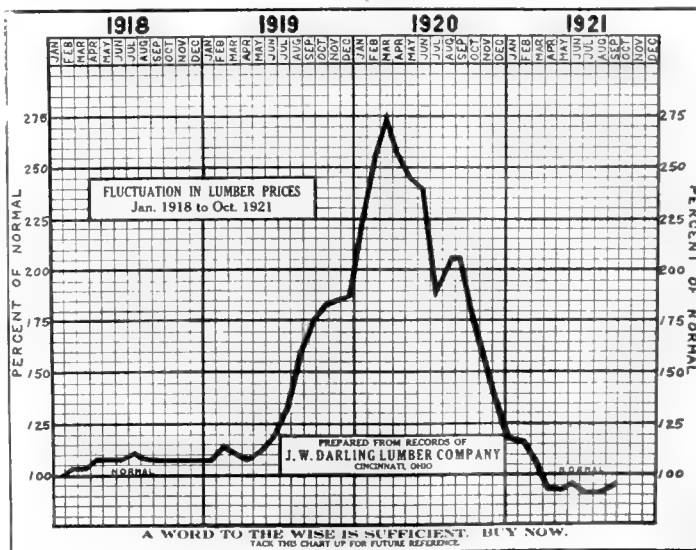
"The National Lumber Trade Barometer published by the National Lumber Manufacturers' Association shows the following percentages of normal:

	Orders	Production
May, 1921	71%	69%
September, 1921	79%	71%

"This proves conclusively orders are increasing faster than production. A continuation of this condition can have but one result—HIGHER PRICES.

"Higher costs of stumpage, labor and saw mill machinery, to say nothing of excessive freight rates, have in reality, reduced the net to the mill below their 1914 level. Can the mills continue long to operate on this basis? The answer plainly is, 'NO.'

"In our opinion, never could the old slogan, 'BUY NOW,' be more aptly used than at the present time. Preserve this chart and if you think it teaches a good lesson we will be glad to hear from you. Better times are on the way—be ready for them."



King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

Entering a New Business Cycle

We feel justified in saying that general business conditions in the United States and Canada have definitely turned the corner, and that we are now entering a new business cycle (as we predicted as long ago as February 19th).

We are advising changes in the general policies to be followed by merchants, manufacturers and investors respectively at the present time. These changes are pointed out and discussed in Forecaster M, a copy of which is yours for the asking. Write today.

The Brookmire Economic Service, Inc.

25 West 45th Street, New York City

"The Original System of Forecasting from Economic Cycles"

Louisiana Red Cypress Company Makes Fine Hardwood Connection

The Louisiana Red Cypress Company of New Orleans, La., has just completed arrangements with Jos. L. Eckstein & Sons of Jasper, Ind., to have exclusive handling of the output of their band mill, which is one of the finest sawmill operations in Indiana, being built on the order of the most efficient of the big southern hardwood mills.

This company has been in the sawmill business at Jasper for over two decades and since the death of Joseph Eckstein during this year is being carried on by his two sons. Louis Eckstein is general manager and the brother has charge of the logging end of the business. In the summer of 1920 the firm started the erection of the present band mill, which has been in operation hardly a year. It is an overhead mill, six foot single band of the Sinker-Davis type, with six inch shot-gun feed on the carriage, gang edger, automatic rip saw and dimension band saw. They have a log pond that is equipped to take care of more than 100 cars of good Indiana timber. There lumber is stacked from trams that are built on concrete foundation. There is a loading dock to take care of seven cars. The company owns large tracts of timber within truck hauling distance of the mill and buys from the surrounding farmers. The capacity of the mills is from 15 to 20 thousand feet a day. A steam vat is now being installed to take care of the walnut cut. Chris. A. Walker, manager of the hardwood department of the Louisiana Red Cypress Company, spent the latter part of September at this mill and came away enthusiastic over the prospect of handling its cut. He believes his firm has made a "magnificent connection."

Hardwood News Notes

MISCELLANEOUS

The Guttman & Rawley Furniture Manufacturing Company has recently commenced business at Marion, Ind.

The Greenwich Sash & Door Company is closing out at Greenwich, Conn. The Banner Reliance Woodwork Company has been succeeded by the General Woodwork Manufacturing Company, St. Louis, Mo.

G. L. Daane and D. L. McLeod have been appointed receivers for the McLeod Furniture Company, Grand Rapids, Mich.

The Arcadian Phonograph Company, Ltd., has been incorporated at

Toronto, Ont., with a capital of \$40,000 by J. H. Young and L. J. Brown of Toronto, and will manufacture phonographs and musical instruments.

The J. H. Pritchard Lumber Company has commenced in business at Little Rock, Ark.

The Grand Rapids Trust Company has been appointed receiver for the Michigan Forest Products Company, Muskegon, Mich.

J. C. Johnson has engaged in business at Memphis, Tenn., as the J. C. Johnson Lumber Company.

Otis C. Trowbridge, vice-president and manager of the White Wagon Works, Sheboygan Falls, Wis., died recently at the age of fifty-four years.

CHICAGO

In a statement issued to the members of the Lumbermen's Association of Chicago, S. F. D. Medley, secretary-manager, said that over 300,000 persons passed through and inspected the cottage which the association built in a day last spring at a cost of less than \$5,000 to arouse interest in home building. He said further that 3,000 people had made inquiries about the house in person and 6,000 by mail, while moving pictures taken of the house in process of building had been shown to hundreds of thousands throughout the country. Twenty-five thousand persons witnessed the building of the house. In Chicago 500 very similar houses are being constructed in one section, indicating the practical influence of the clever advertising scheme.

Beginning October 1 Theodore F. Laist became Chicago representative of the National Lumber Manufacturers' Association and took up his duties at the Chicago office, 1613 Harris Trust building. Mr. Laist is an architect of wide experience and unusual executive capacity. He is a man who, both by training and experience, is exceptionally well qualified to represent the lumber industry effectively in Chicago.

After receiving his scientific training at Cornell University in 1888, Mr. Laist did work at Massachusetts Institute of Technology and spent some time in study abroad. Mr. Laist's ability in the construction field fits him well for the task of developing new uses and markets for timber and wood generally. For a number of years he was superintendent of construction of United States public buildings. He practiced architecture successfully for a period of time in San Francisco, later becoming assistant manager for Holabird & Roche, prominent architects in the Central West.

Since 1914 Mr. Laist has had complete charge of all bridge and building valuation work in seven of the central states in connection with the physical valuation of railroad property undertaken by the United States government seven years ago. In developing office and field methods in this work, and in initiating policies and procedure, Mr. Laist has demonstrated in a very marked degree his faculty for successful management.

During the years 1917 and 1919 Mr. Laist had charge of the construction of five of the army cantonments, and in the work that he did as major of engineers of the United States army he has won the approval and respect of many of the leading contractors and engineers of the country.

G. W. Jones of the G. W. Jones Lumber Company, Appleton, Wis., stopped over in Chicago on October 3 to confer with A. H. Ruth, Chicago manager, while en route to the company's mill at Tendall, La.

The Lassahn Furniture Company has been incorporated here.

The Pyramid Casket & Manufacturing Company is a new incorporation locally.

P. Saunders has been appointed receiver for the Streater Hears & Body Company of Streater, Ill.

Martin A. Leganger, Adolph C. W. Grasshoff and Gerhard Grummel are the incorporators of the Universal Reed & Willow Works, manufacturing furniture at 1240 South Oakley avenue. The capitalization is \$10,000.

BUFFALO

Hugh McLean provided a treat for fellow members of the Buffalo Lumber Exchange at a recent meeting in the form of moose meat. He shot a good-sized moose while on his hunting trip in Canada last month and is preserving the head as a souvenir.

Charles N. Perrin is chairman of the publicity committee in connection with the drive of the Associated Charities of this city, which takes place this month. The amount to be raised is \$549,000.

Orson E. Yeager is a member of a special Chamber of Commerce committee on rehabilitation, which will seek employment for men and women who are crippled or handicapped through illness or accidents. The committee is cooperating with a state bureau formed for the same purpose.

Fred M. Sullivan is spending several weeks on a Western trip and will motor from Idaho to California.

PITTSBURGH

The plant of the Muncy Lumber Company, near Meyersdale, Pa., was burned two weeks ago with loss of \$50,000 and insurance of \$20,000. The company had been cutting a large amount of hardwood and had nearly completed its operations.

The Mercer Flooring Company is a new hardwood concern in Mercer, Pa., organized by W. W. Campbell and H. Clay Johnson.

The Central Pennsylvania Lumber Company is working a big force of men on its hardwood operation near Warren, Pa., and will likely increase the number of employes toward winter.

The plant of the Salmon Creek Lumber Company, at Kellettville, Forest County, Pa., was burned September 28 with loss of \$100,000 and insurance of only \$40,000. The property was owned by E. S. Collins of Portland, Ore., and the mill was cutting a lot of hardwood.

The Kiwanis Club of Pennsylvania, at their annual convention in this city last week, passed a resolution urging the state to buy and preserve the Cook Forest of 7,219 acres of virgin timber in Clarion, Forest and Jefferson counties as a public park. The convention also suggested that pavilions should be built at different points in the forest and at least two athletic fields laid out.

The R. E. Wood Lumber Company, a hardwood concern of Baltimore, Md., which has been operating extensively in McDowell County, W. Va., is giving up its West Virginia rights and will soon be through in the "Little Mountain State."

A. P. L. Turner, who makes a specialty of boxing and crating lumber, reports a very nice increase in business since September 15, due largely to the starting up of the glass factories. He is spending his vacation at Wood's Hole, Mass.

The Frampton-Foster Lumber Company has noted a slow but steady increase in demand for hardwood the past few weeks. There is some good inquiry coming from the railroad companies and manufacturing demand is slowly increasing.

The Pittsburgh Wholesale Lumber Dealers' Association has resumed its weekly luncheons at the William Penn Hotel and will provide good programs for the members this winter. The general feeling at the Association is that the worst is over and that Pittsburgh is swinging into her old time prosperous stride.

BALTIMORE

Turner W. Isaac of the Ryland & Brooks Lumber Company, and one of the directors of the American Wholesale Lumber Association, who represented this city at the meeting of the executive committee and of the directors recently in the Congress Hotel at Chicago, has returned.

The J. L. Gilbert & Bro. Lumber Company, sash and mill work manufacturers, and dealers in interior trim and building stocks of all kinds, which has been located at the northeast corner of East Falls and Eastern avenues for many years, has purchased a lot 648 by 788 feet at Garrison avenue and the Pennsylvania railroad, and will concentrate its various yards and other facilities there.

William C. Scherer, Jr., son of the late William C. Scherer, who was for years head of the sash and door and interior finish business of William C. Scherer & Co., on Baltimore street, near Fremont avenue, this city, and who succeeded Philip Green as the president of the corporation, died September 29 after a long illness. He was only 38 years of age, and spent the earlier portion of his business life in railroad work. His wife and two sons survive.

S. G. Ashby of the Atlas Lumber Company of Cincinnati and vice-president and manager of the Camp Run Lumber Company, stopped in Baltimore last Monday in the course of a business trip, which will take in a large part of the East.

The Brown-Blesoe Lumber Company, wholesale dealer in hardwoods with offices in the Munsey Building here, has opened a permanent branch office at 391 Terminal Building, 50 Church street, New York, with D. D. Lawton in charge. Mr. Lawton has been covering the metropolitan territory and South Jersey for some years, making frequent visits, and is therefore well known in the section.

CINCINNATI

George H. Most, Director of the Millwork Cost Bureau, Chicago, lectured on "Mill Costs" to a group of planing mill operators from Cincinnati, Covington and Newport, Ky., in the office of W. Percy Hubbard, secretary of the Ohio Association of Retail Lumber Dealers' No. 1. Mr. Most is touring the country, and lecturing to planing mill operators on the above subject.

M. M. Laramy, general manager of the National Furniture Company and Fred H. Bossemeyer, President of the Ohio Top Company, manufacturers of vehicle tops have been elected to the membership of the Cincinnati Rotary Club.

E. O. Robinson, Vice-president of the Mowbray and Robinson Lumber Company is spending a few days at Quicksand, Ky., looking over the company's mill. J. J. Linchan, general sales manager of the company has returned from New York City, where he accompanied Benjamin Rubenstein, London, England, representative, who left for Europe on October 4.

R. N. Begien, general manager of the Baltimore and Ohio Railroad addressed the Cincinnati Lumbermen's Club at its regular monthly meeting at the business Men's Club on "Railroad Rates and Costs." The meeting was attended by forty-nine members.

EVANSVILLE

The next regular monthly meeting of the Evansville Lumbermen's Club will be held at the New Vendome hotel there on Tuesday evening, October 11, and it is expected there will be a large attendance for the reason there are several important matters that will be brought up for discussion. The club will meet on the second Tuesday evening of each month until next June.



HIGH HUMIDITY DRY KILN

CIRCULATION IS KING

Of the three controlling factors in Dry Kiln operation—heat, humidity, and circulation—circulation is king. The circulation is your transportation system delivering the necessary heat and humidity to your lumber. If your circulation falls down, or is inadequate and not uniform your drying suffers accordingly.

The largest manufacturers of drying equipment now offer you their services in regard to your lumber drying problems.

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You Can Understand"*

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**LUMBER — PANELS — VENEERS
COOPERAGE — LAST BLOCKS**



Largest Factory in the World Devoted to the Manufacture of Air Moving Equipment

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga.; Cincinnati, Ohio; Chicago, Ill.; New York, N. Y.; Philadelphia, Pa.; Rochester, N. Y.; Seattle, Wash.; San Francisco, Calif.

SPECIALS

Attractively Priced for Prompt Shipment

4/4 Log Run Hackberry.....	50,000
6/4 No. 1 Com. & Btr. Hackberry.....	12,000
12/4 No. 1 Com. & Btr. Hackberry.....	13,000
6/4 Log Run Pecan.....	40,000
6/4 Log Run Hickory.....	22,000
4/4 Softwood Boxing.....	70,000
5/8 Softwood Boxing.....	50,000
5/8 Log Run Sycamore.....	70,000
5/8 Log Run Elm.....	50,000
4/4 Log Run Elm.....	150,000
6/4 Log Run Elm.....	25,000
8/4 Log Run Elm.....	50,000
10/4 Log Run Elm.....	40,000
12/4 Log Run Elm.....	30,000
5/8 Log Run Sap Gum.....	180,000
10/4 No. 1 Com. & Btr. Ash.....	70,000
12/4 No. 1 Com. & Btr. Ash.....	60,000

This lumber is all dry, band sawed, edged and trimmed and can be shipped promptly

We specialize in

KRAETZER CURED GUM 5/8 LUMBER

Write for Complete List with Prices.

North Vernon Lumber Mills
NORTH VERNON, INDIANA

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments



Bert Tisserand, for many years with the J. C. Greer Lumber Company, who is now engaged in the oil business at Wichita Falls, Tex., is in the city for a short time visiting old friends. He has a high opinion of Texas and believes that the state has a great future.

Announcement was made a few days ago to the effect that the furniture factory of Bowers Brothers, located at Bowerstown, will be moved to Muncie, Ind., and when in operation will employ a large number of workmen.

Gas Bauman of the Maley and Wentz Lumber Company, is back from

a business trip to Memphis and the south. He reports trade conditions in that section looking up a whole lot and it is his belief that fall trade will be quite lively as compared to summer trade.

Plow manufacturers here report that trade is gradually picking up in the south and southwest and that they are looking for a fairly good fall and winter business. As cotton moves in the south conditions are becoming better and farmers in that section are now in better shape than they have been in a long time. The local plow factories are running on a much better schedule than they did during the summer. Reports from many sections are to the effect that the farmers are buying more agricultural implements than they did early in the season.

LOUISVILLE

T. J. Fullenlove, formerly vice-president of the Churchill-Milton Lumber Co., who joined the sales force of W. P. Brown & Sons Lumber Co., about the first of this year, has taken charge of the company's Chicago sales, and has moved to that city where he has located in the Lincoln Apartments, 1648 Lunt Avenue.

J. S. Thompson, of the Louisville division, Southern Hardwood Traffic Association, reports that two cases will be heard by an Interstate Commerce Commission Examiner at Louisville on October 11 and 12. One of these on October 12, is the protest of the association asking that the carriers be forced to publish rates suggested by the Interstate Commerce Commission in Docket 8131, which proposed that plain veneers take lumber rates, and figured veneers a rate of 15 per cent over lumber. At the present time all veneers are handled on class rates, which it is held is an injustice to the shipper.

The other case will be heard on October 11, and is a protest of the association for transit privilege at Louisville on shipments originating on the Rock Island lines, and stopped off at Louisville. The Rock Island published the tariff, but took over the through rate on shipments moving North and East where stopped off at Louisville. As transit privileges are permitted at Thebes, Ill., it is held that the present regulations are discriminatory.

The Wood-Mosaic Company, reports better general business, its flooring business having been very good, while there has been a much better demand for walnut.

The Louisville Point Lumber Co., is cutting at full speed at Louisville, but is not operating at High Bridge, and may dismantle that mill, shipping the machinery to Louisville for a proposed new mill here, foundations for which were built some time ago. No definite decision has been made as yet concerning the High Bridge operation.

The Mengel Company, of Louisville, has taken off the night shift at its veneer mill at Hickman, Ky., the night shift having recently been taken off of the sawmill. After closing down the Mengelwood, Tenn., operations, which are being dismantled, the company was forced to run double shifts at the Hickman operations for a time in cutting out logs from Arkansas, which were diverted from the Mengelwood operations.

The Norman Lumber Company, Louisville, has doubled the capacity of its poplar box shook plant, and is planning to further enlarge, as a result of capacity business. This department was originally opened as a side line to work off poor grade poplar and short stuff, but has developed into a big business. The company reports only a fair lumber business, with its drop siding business rather quiet.

Walter Priest Cumcock of the Roth Lumber Co., and Miss Emily Marston, were married on October 3, at the home of the bride, it being a very pretty wedding. Following the ceremony the young couple left for a trip East.

In connection with reductions of prices of farm implements and wagons the Kentucky Wagon Mfg. Company, reported reductions in September, of about 15 per cent, and B. F. Avery & Sons and Brinly Hardy Co., reported ten to twenty per cent reductions. The International Harvester Co., announced a ten to twenty per cent reduction at about the same time. Reductions have now carried prices of implements and wagons down some 25 to 33 1/3 per cent from the peak. R. V. Board of the Kentucky Wagon Company, reports a very fair auto demand, especially for closed cars. William Black, president of B. F. Avery & Sons, reports fair prospects, but the salesmen are just taking the road, and the plant is not employing more than ten per cent of its force.

NEW ORLEANS

Chris Walker, manager of the hardwood department of the Louisiana Red Cypress Company of New Orleans, returned to the Crescent City last week from an extended trip throughout the North with the announcement that while in Indiana he closed a deal for the sale of the output of the Joseph L. Eckstein & Son hardwood mill at Jasper in the Hoosier state. The plant manufactures oak and ash lumber of the highest variety and Mr. Walker announces that hereafter the entire output will be handled by the Louisiana Red Cypress Company of New Orleans.

With F. H. Stanford, manager, present the Southern Hardwood Sales Company, Indianapolis, Ind., held its regular annual meeting at the Lumbermen's Club, New Orleans, last week. The one session was brief and devoted entirely to business of the company. The entire slate of officers was re-elected for another year, including J. B. Robinson, president.

Those attending the meeting and participating actively in the proceedings included the following:

F. L. Adams, former president of the Southwestern Hardwood Manufacturers' Club of the Newell Lumber Company, Eunice, La.; J. B. Robinson, Pelican Lumber Company, Mound, La.; H. H. Bates, New Deemer Manufacturing Company, Deemer, Miss., and A. N. Smith, Bomer-Blanks Lumber Company, Blanks, La.

The hardwood sawmill of Amos Huff, Newport, Ark., was destroyed by fire recently, the loss being placed at \$5,000 and there being no insurance.

The Fee-Crayton Hardwood Lumber Company, Dermott, Ark., lost a large lumber storage shed in their yards and about 50 carloads of gum and walnut ready for export. The principal mill of the company was destroyed by fire early last fall. The recent loss was placed at about \$50,000 and is understood to be fully covered by insurance.

The Hamilton Lumber Corporation near Spartanburg, S. C., lost its big box manufacturing plant, the loss being estimated at about \$200,000 and partially covered by insurance.

TORONTO

The first gathering of the Wholesale Lumber Dealers' Association since the holidays was held at the Albany Club, Toronto, on September 23, when an instructive address was given by S. Shields of R. G. Dun & Co. on "Credits and Business," in which he spoke hopefully of the improvement shown of late in many lines of business. As the result of a discussion over a suggested resolution asking the Railway companies for new regulations restop-over in transit, the Transportation Committee will take up with the railways the advisability of allowing lumber that had been dressed in transit to go through to the Western provinces, and to allow, at least, six months for stop-over in transit in Canada. It was also decided to hold a conference shortly with the retail dealers on the subject of coöperation and trade conditions generally.

MacDonnell & Conyers, Limited, has been organized at Ottawa, with power to engage in a general lumber business, and has been granted a Federal charter. The company is capitalized at \$100,000 and among the incorporators are Donald J. MacDonnell, C. H. Conyers and L. J. MacDonnell, all prominent lumbermen of Ottawa. Other recent lumber company incorporations are the Lewis Lumber Company, Limited, Montreal, with \$100,000 capital, one of the directors being James B. Knox, lumber merchant of Montreal; the Angus-Keefer Lumber Company, Limited, Belleville, with a capital of \$50,000.

Advices received from Montreal indicate that only about twenty-five per cent of the number of lumber jacks that ordinarily go to the bush will be required this season. Over 15,000 men went out from Montreal to work in the woods last winter. Wages offered this season are very much less, running as low as \$20 a month, whereas last year at this time the pay was about three times this amount.

The Hardwood Market

CHICAGO

The Chicago hardwood market is reflecting the decided improvement that has developed in the last few weeks in all hardwood market centers. Prices have shown a marked firming tendency, particularly in the upper grades of white oak, quartered red and plain red gum. The sellers are evidencing a pronounced reluctance to take orders for large future deliveries as they prefer to hold their stocks in anticipation of the further steady rise of the market. Buyers are becoming more tolerant, more receptive to quotations and some of them are now buying who a short time ago declared themselves out of the market for a long time.

BUFFALO

The hardwood demand is reported to be improving this month and orders are coming in quite a little better than a month or two ago. The buyers are not desirous of adding extensively to their stocks, but they are more willing to listen to the salesmen and are not so pessimistic as was formerly the case. The furniture factories are reported to be among the chief customers at present and to be in general need of stock. The automobile plants are not active as a rule, so their buying is small. The building business is now on a more satisfactory basis than for some time past.

While prices are unsettled, the offerings in good lumber are not heavy and it is said that before long much of this stock will be exhausted, when buyers will have to turn to common lumber, which is now in large supply: Prices in the latter are on about a par among the different woods, and some readjustment seems likely. Oak, for example, seems likely to go higher. Red gum is one of the strongest woods, especially one-inch stock. Oak and maple flooring continue in fairly good demand.

PITTSBURGH

The best thing that has happened to cheer up the hardwood wholesalers in this city lately has been the resumption of activity in the glass

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE (MR) RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The MOWBRAY
& ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

DELTA HARDWOODS

FORTIFYING THE FUTURE

OF YOUR BUSINESS BY PURCHASING ONLY THE BEST GRADE OF HARDWOODS CAN BEST BE ACCOMPLISHED BY GETTING IN TOUCH WITH US. THE QUALITY OF OUR OUTPUT IS BEYOND DISPUTE. WE HAVE STUDIED TO PERFECT OUR MANUFACTURING FACILITIES AND THEY ARE OF THE BEST. OUR STOCK IS OF A SPLENDID TEXTURE AND OF UNIFORM COLOR.

MAY WE SERVE
YOU?

Double Band Mills
|| Arkansas City, Ark.



MAHOGANY

Offices and Warehouse
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

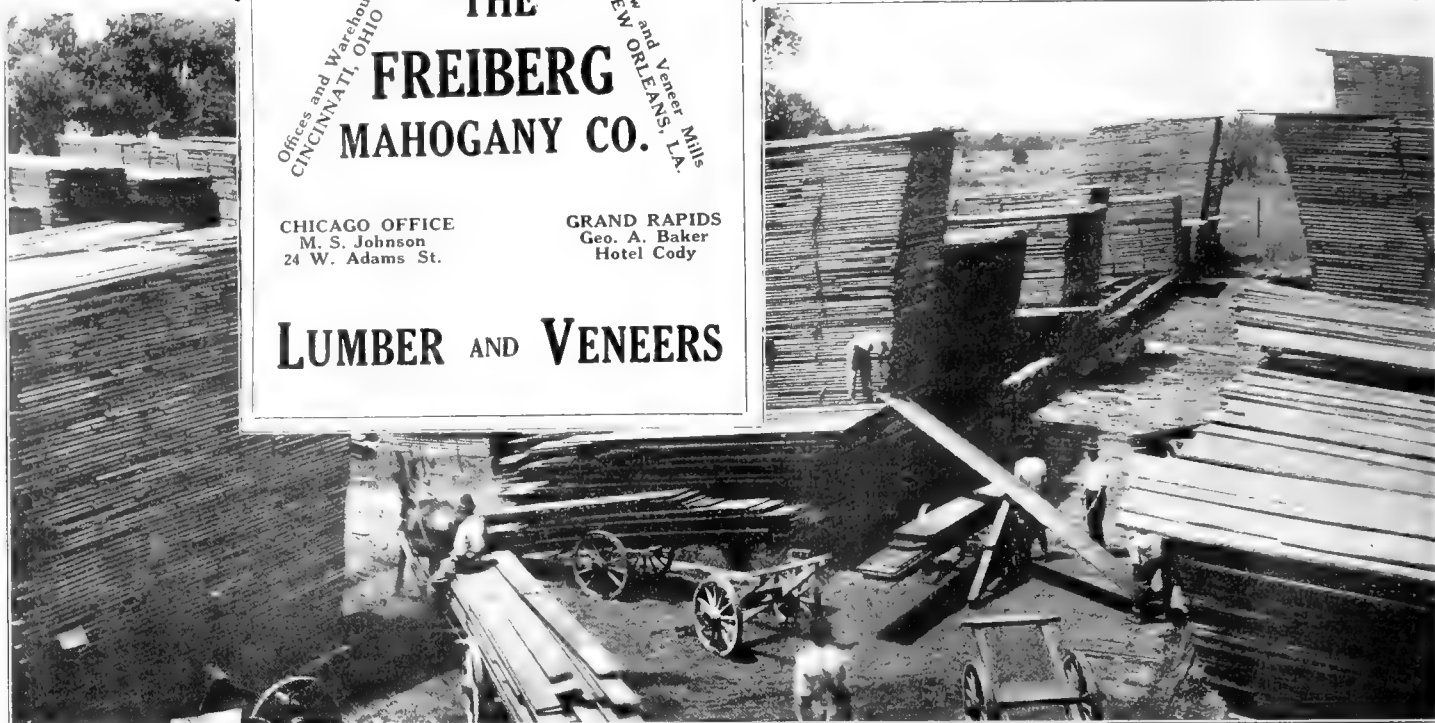
Saw and Veneer Mills
NEW ORLEANS, LA.

CHICAGO OFFICE
M. S. Johnson
24 W. Adams St.

GRAND RAPIDS
Geo. A. Baker
Hotel Cody

LUMBER AND VENEERS

THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



industry. Nearly all the glass factories in this territory started up last month and are assured of a steady run for at least a few months. A lot of hardwood lumber was sold to these concerns in September as a result. Other big industries in this district are beginning to feel the impetus of more buying. The Westinghouse secured a \$7,000,000 contract last week and the Pressed Steel Car Company secured a contract which will involve several million dollars. The big steel companies also came in for some nice business and are putting on larger forces. All these industries, as a result, are beginning to permit the purchasing of more lumber. The coal and coke business is showing some improvement and it is expected that there will be quite a market for lumber in the near future. The automobile trade, also, shows a little improvement. Furniture and implement manufacturers are reported to be very low on good hardwood stock but their orders are still few and small. There has been a decided change for the better in the building outlook here since Sept. 15 but it will be several months before hardwood wholesalers can cash in on this movement to any extent.

BOSTON

Demand continues rather uneven, unevenly distributed and unsatisfactory. Some speak of a continued, though slight, improvement in demand while others are inclined to be gloomy at the situation. Generally there seem to be slightly more inquiries, but certainly business is of the "here and there" type. The tone is not very strong. The weakness in common grades continues and in the upper grades there also continues to be a rather weak tone. Concessions are quite freely made by some, and some of these concessions are rather surprising. There is probably as much improvement in the demand for finish as in any line of the hardwoods. This is an encouraging factor but not of great telling value to the trade, as it affects only from 12 to 20 per cent of the trade here. The bulk of the trade improvement is in the demand of the hardwood yards and of the furniture people. Export trade has not resumed here. Nor is there any improvement in the demand from the railroads. Business with the chairmakers remains very dull. The piano people are buying just a little bit more. Prices here are showing ranges of from \$15 to \$20.

BALTIMORE

Conditions in the hardwood trade are reported to show more marked improvement than has been noted at any previous time since the beginning of the depression. While the demand still leaves much to be

desired and intending buyers show a disposition to hold out for concessions, a firm attitude on the part of the sellers often serves to bring them around and results in the placing of orders. Of course the gains made are small thus far and the recovery is slow, but there is every indication that the change for the better will continue and in a comparatively short time attain impressive proportions. Nothing like a big boom is anticipated, and the mills are still holding down with their production; but the time when important additions to the available stocks will be needed does not appear very far off now. Meanwhile, some advances in the quotations are being made, which naturally occasions a degree of hesitancy. But it speaks well for the recovery which has already taken place that consumers find they cannot wait for any possible easing off. The hardwood business in the East seems to be rather better than that in the West in that the products of the woodworking factories find a readier market in the East than in the sections where the factories are located. So far many of the users of hardwoods have been able to draw upon past accumulations to take care of the wants that developed; but they are now stated to have reached the stage where the stocks in hand no longer suffice. Buying from hand-to-mouth is still the rule; but a more liberal entering into commitments is being forced by the dwindling supplies, and this replenishing of stocks is quite certain to attain increasingly large proportions. Even the foreign users of American hardwoods have changed their views on the situation quite appreciably, and no longer feel sure that the shippers will be obliged to meet their terms.

COLUMBUS

There is a decided improvement in the hardwood trade in Columbus territory. While there has been an increase in business during August and September, the past week has shown the greatest gain. Inquiries are more numerous and one of the best features is the fact that a large number of the inquiries are developing into orders. The tone in all sections is much better and it is believed by lumbermen generally that the slump is over.

Prices are decidedly stronger although there are no marked advances in the price list to record. But the wide spread which has characterized quotations for some time is past and steadiness is developing. Quartered oak is selling from \$135 for firsts and seconds to \$45 for No. 2 common at the Ohio River. Plain oak, poplar and chestnut prices are also firmer.

Factories are coming into the market better. This is especially true of furniture and box concerns. Some orders are also being booked from

(Continued on page 51)

One of Veneer Industry's Leaders Dies

The death of Robert S. Bacon, president of the R. S. Bacon Veneer Company, importers and manufacturers, Chicago, created profound sorrow not only in the little town of Quincy, Ill., where for some years he had maintained his residence, but throughout the veneer and panel industry, in which he was a commanding figure.

Mr. Bacon died on October 1, succumbing to a heart affection, the result no doubt of the driving will and restless energy that had given him such marked success as an importer and manufacturer of fine veneers. He was born in Hannibal, Mo., April 16, 1872, and in the early '90s, after having come to Chicago and won success with the Dayton Book & Paper Company, Mr. Bacon associated himself with some Chicago business men and organized the veneer company which bears his name. This company started with a small factory, but under the able leadership of Mr. Bacon grew and prospered rapidly until it is today one of the largest and strongest of its kind in the country, importing and manufacturing a great deal of mahogany, Circassian and American walnuts, rosewood, quartered oaks, curly birch, red oak and other fine woods.

Success in this initial undertaking led to the organization of the Bacon-Underwood Veneer Company at Mobile, Ala., with sawmill, factory and logging offices at Stockton, Ala. In this connection the company acquired several thousand acres of fine gum timber, and Mr. Bacon spent three years in Alabama establishing and developing the new enterprise.

It was during this sojourn in the South that Mr. Bacon met Miss Venetia Danner, one of the belles of Mobile, whom he married. Mrs. Bacon was the daughter of Capt. H. E. Danner, a prominent man in his section, a leader in banking, coal mining, railway and other activities. His wife survives him, together with one son, Robert S., and two daughters, Venetia and Mary. He is also survived by his mother, a resident of Quincy.

A striking example of Mr. Bacon's enterprise was given in 1913, when in order to get first hand information at the source of supply of some of the woods that his company imported and establish direct connection for their further import, he went to the Caucasus mountains, the home of Circassian walnut in the far-away province of Trans-Caucasia, Russia. His trip took him from Constantinople to Batum, in the heart of the mountains and the center of the Circassian timber producing section. Passing through Tiflis, he had a view of Mt. Ararat, upon which Noah's ark rested, the capital of Russian Trans-Caucasia and formerly the capital of the Georgian kingdom. On a hill behind Samson, he plainly saw the ruins of the ancient city of Amysos, mentioned in the Bible as the land of the Hittites. After his return, at the request of the publishers of Hardwood Record, Mr. Bacon wrote a most interesting five-page account of his trip, illustrated with numerous pictures taken by him in that far-away section of the old world, an article that attracted wide attention.

During his trip abroad, Mr. Bacon arranged for direct importations of fine woods from the Trans-Caucasus to his factory in this country and for exporting his products to Europe. Very shortly after his return, however, the world war broke out and these plans have been delayed.

Furniture Plant Sued by Lumbermen

Galbraith & Son, lumber dealers of Sunman, Ind., filed suit recently in Shelby circuit court, asking judgment of \$23,055 against the Blanchard-Hamilton Furniture Company of Shelbyville, Ind., for refusal on the part of the furniture company to accept the remainder of an order of 200,000 feet of one-inch oak at an agreed price of \$115 per 1,000 feet, f. o. b. Sunman, Ind., after they had already accepted and paid for 43,000 feet of said lumber. The suit is in two parts, the first asking judgment of



The Late Robt. S. Bacon

\$18,055 and the second demanding \$5,000, and asks foreclosure of the plaintiff's liens on the lumber ordered by the defendant company which is now stacked in the yard of the plaintiff company.

The Wabash Cabinet Company, Wabash, Ind., has received a large Christmas order from an eastern phonograph company which will enable it to resume operations with a full working force, after having been idle for eight months, until December 15. Additional orders are expected after that date which will keep the company in operation.

Plans are being made for a mass meeting of all the furniture dealers of the state, members of the Indiana Association of Retail Furniture Dealers with executives of Indianapolis furniture factories some time soon to discuss the better homes movement and see if something concerted can not be attempted that will lead to the sale of more furniture. The meeting has been called by George Oilar, president of the retailers.

Only a small portion of the veneer stock of the Astoria Mahogany Company was burned by the fire that visited the company's plant at Long Island City, N. Y., on September 21. In all probably not exceeding 3,000,000 feet of mahogany, Circassian walnut and other veneers were burned. The loss will not interfere with the company's business in the least, as it had a large line of mahogany veneer on hand as well as a considerable stock of mahogany logs. The fire did not touch the sawmills, veneer manufacturing plant nor lumber yard. It was confined to one of the company's several veneer warehouses.

Evansville, Ind., veneer manufacturers report that their trade is showing some signs of revival now and that they look for a steady picking up in business as the furniture trade picks up. Local furniture factories are being operated on an average of 50 and 54 hours a week and the retail furniture trade is reported to be a great deal better since the last furniture market was held in Evansville. Veneer manufacturers believe that their fall trade will show a great improvement over their business early in the year.

Humidity Table for Wet and Dry Bulb Hygrometer

Users of wet and dry bulb hygrometers will find the following table, compiled at the Forest Products Laboratory, Madison, Wisconsin, very useful for quickly determining relative humidity values from wet and dry bulb thermometer readings. To use the table, read the temperatures and subtract the wet bulb readings from the dry. Locate the vertical column of figures headed by the appropriate difference between wet and dry bulb readings, and the horizontal row of figures beginning at the extreme left with the observed dry bulb reading. The figure marking the intersection of these rows is the relative humidity value expressed in per cent.

Take the following as an example: wet bulb temperature 132 degrees Fahrenheit; dry bulb temperature 140 degrees; difference 8 degrees. The figure marking the intersection of the vertical column for 8 degrees difference with the horizontal row beginning with 140 at the extreme left, is 79, which is the correct relative humidity for the given thermometer readings.

RELATIVE HUMIDITY TABLE																																												
Difference Between Wet and Dry Bulb Thermometer Readings - In Degrees Fahrenheit.																																												
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40				
60	94	89	82	76	70	65	60	55	49	44	39	34	30	26	22	19	16	13	10	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
70	91	86	80	74	68	63	58	53	47	42	37	32	28	24	20	17	14	11	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
80	88	83	77	71	65	60	55	50	44	39	34	30	26	22	19	16	13	10	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
90	85	80	74	68	63	58	53	47	42	37	32	28	24	20	17	14	11	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
100	82	77	71	65	60	55	50	44	39	34	30	26	22	19	16	13	10	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
110	79	74	68	63	58	53	47	42	37	32	28	24	20	17	14	11	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
120	76	71	65	60	55	50	44	39	34	30	26	22	19	16	13	10	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
130	73	68	63	58	53	47	42	37	32	28	24	20	17	14	11	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
140	70	65	60	55	50	44	39	34	30	26	22	19	16	13	10	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
150	67	62	57	52	47	42	37	32	28	24	20	17	14	11	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
160	64	59	54	49	44	39	34	30	26	22	19	16	13	10	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
170	61	56	51	46	41	36	31	26	22	19	16	13	10	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
180	58	53	48	43	38	33	28	24	20	17	14	11	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
190	55	50	45	40	35	30	26	22	19	16	13	10	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
200	52	47	42	37	32	28	24	20	17	14	11	8	6	4	3	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Is Prosperity Ahead?

The following interesting comments on current business conditions were recently sent to the members of the Central Bureau of Furniture Manufacturers by M. Wulpi, commissioner:

"The situation business has passed through the past ten months is not to be wondered at, when it is realized that the Big War upset conditions of every kind, and carried its detrimental effect into every phase of human life and activity. The one Big Wonder is, that we seemingly are getting out from under it so rapidly. It took the country eight years to recover from the Civil War, which was not nearly as far reaching as the late one.

"The big commercial question at this time is 'What is this Fall going to see? Naturally, the buying activity and power of the farmer is as big a unit towards the answer as any other. The 1921 crop is big. There are almost six and a half million American Farms. Will they buy this Fall, and to what extent?

"A farm journal publishing house recently issued an inquiry to 12,824 farmer 'Smiths' on its 1,100,000 subscription list, as a fair representation for general results. The question was:—

"What would they do with this harvests' cash?"

"The returns were heavy. Computing the percentage in returns the following deductions were made:

"Of the total 1,100,000 farmers, 513,700 will paint this or next year.

"42,900 will build houses this year.

"38,500 will build next year.

"40,700 are planning to build barns.

"15,500 are planning to build houses and barns.

"786,500 buildings to be built.

"191,670 buildings repaired or remodeled.

"862,000 farm buildings built, repaired or remodeled.

"521,400 build or repair fences this fall.

"95,800 build or repair fences next year.

"11 5/10 of the Smiths will buy autos this fall, making 126,500 autos to be purchased by the 1,100,000 farmers, 137,000 already decided upon as to makes for this year and next.

"They are to purchase 17,600 motor trucks this fall, and 2,100 next year.

"8,300 motorcycles this year.

"68,500 will purchase lighting plants.

"33,100 will install heat plants.

"28,800 gas engines to be purchased.

"78,100 washing machines.

"120,300 musical instruments.

"33,100 tractors.

"100,000 implements.

"\$911,503,000 estimated total purchases, by the 1,100,000 on this journal's list.

"When it's considered that this is but one-sixth of the total farms and refers to only the main items, the total cash to be expended will run into vast sums from this medium alone.

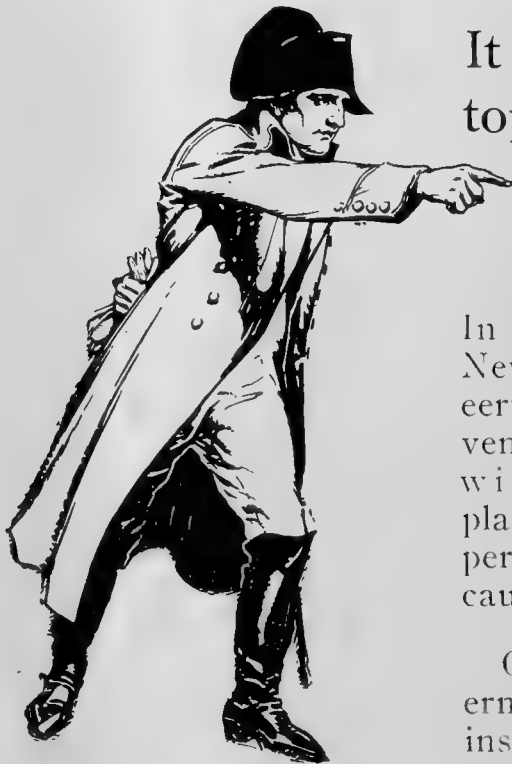
"How many other wheels will this put into motion? One industry interlocks into another and if all move, what a tremendous machine it is. Let but a few cogs stop and the effect is far-reaching and to the reverse, let one start off well, how many others it will drive.

"So while the whole business machine may not get to humming this fall, it is confidently expected that it will get into such motion, that by next Spring you will hear prosperity's tune. Let us hope so."

NAPOLEON KNEW A THING OR TWO

OVER in France, at Malmaison, they will still show you a remarkable collapsible cabinet or writing desk made for Napoleon himself, on his own specifications, and used by him on the most famous battle fields of Europe.

Veterans of the Old Guard called it the "bureau de campagne," and for years it withstood the hardest kind of punishment on the march over the worst roads imaginable—and in battle. It is still intact, still in perfect condition.



It is built of plywood, sides, front, tops and back—
and veneered with rosewood.
Not a blister on it.

In the plant of the New Albany Veneering Co., all face veneers are sprayed with hot water, placed between super-heated poplar caul boards, put un-

der extreme pressure and left for not less than twenty-four to forty-eight hours. This method of handling face veneer leaves it dry, flat and pliable.

Our plant has been declared the most modern, the best equipped, and the best arranged institution of its kind in the country; and it is.

New Albany Veneering Company

E. V. Knight Plywood Sales Co.
SALES AGENTS NEW ALBANY, IND.

VENEER MANUFACTURERS CO.

Announcement!

We're Handling Panels Now!

In addition to our wonderful line of
Figured and Plain Veneer

We will handle high grade built-up
PANELS!

We take pleasure in announcing the consoli-
 dation of our business with that of

Mr. H. F. Arneman

By the terms of which Mr. Arneman becomes
 an officer of the

VENEER MANUFACTURERS CO.

An immense stock of VENEERS and PLYWOOD
 carried in our great Chicago warehouse

Best Quality, Best Service and Fair Prices

1036 West 37th Street, Chicago, U. S. A.

PURCELL

Are You Interested in the
 Following Exceptional Values
 in High Grade Walnut?

1s & 2s, all 6' & 7' long . . .
 4 4, 5 4 & 6 4

1s & 2s, all 8' & 9' long . . .
 4 4, 5 4, 6 4 & 8 4

Selects . . . 4 4, 5 4, 6 4, 8 4

No. 1 Com. . . 3 8, 1 2, 5 8,
 3 4, 4 4, 5 4, 6 4 & 8 4

No. 2 Common
 4 4, 5 4, 6 4 & 8 4

ALL STEAMED AND 10
 MONTHS ON STICKS

FRANK PURCELL
WALNUT LUMBER CO.

*A Ranking Name in Walnut
 for Many Years*

Mills and
 Offices
Kansas
City,
Kansas

WALNUT

Trade Appears "Streaky" at "the Rapids"

By Our Grand Rapids Correspondent

During the July furniture market it was quite the practice and a quite proper one, too, to refer to the conditions as "spotted." At that time some manufacturers were doing a whale of a business while others were doing almost none. That "spotted" condition still exists and not only does that term apply but it might also be said that the furniture conditions are "streaked." Now here is what is meant by the use of the two terms as applied to present conditions:

Some manufacturers are still doing a considerable business while others are still struggling and fighting for every order they take and hustling to get that order on the rails before it can be cancelled. That is "spotted." Again the orders come in bunches and then do not come at all, and that is "streaked."

Just the reason for these two conditions is not clearly apparent except that they are the result of generally not greatly improved business and financial conditions throughout the country. In the middle of September the manufacturers quite generally ran into a fat "streak" and were led to believe that perhaps the worst was over, that the improved conditions of the cotton market and apparent improved demand from the east spelled continued improvement throughout the fall. Manufacturers were quite cheery as a result.

But that fat "streak" has not been maintained. Near the end of September the furniture industry ran into a "streak" of the other kind. The orders did not continue to come and something like pessimism set in. Summed up it all appears to be a purely stock market influence. The artificial juggling in Wall street for a short time led the East to believe that things were looking up and as a result the orders for furniture came in. But that "streak" was rather short lived and the business which ought to be coming from Philadelphia, Pittsburgh and other similar large centers was not holding up. Indeed, these centers were all but out of the consideration and manufacturers were out digging up business in new territory and among customers strangers to their books. This digging process yielded some return and the plants are all running full time in Grand Rapids but are once more on the hand-to-mouth schedule.

This is far from a satisfying situation and yet the manufacturers are taking a most hopeful view of the situation and living in the expectation that they will manage to dig up enough new business to keep them running full time until the January market comes along, and then they hope the situation will have been sufficiently clarified to give them a good business at that time. They are hoping that some good result will come from the conference relative to idle men and that when once that situation has been solved, business will have become stabilized and they can look into the future with more assurance than has been the case in the last twelve months. However, when they look back upon the conditions of a year ago when their books were practically bare of orders they are inclined to feel that after all they have much to be thankful for.

And referring once more to that "spotted" situation, a fine example of it was shown on October 1 when it was announced in Grand Rapids newspapers that one furniture factory was putting on a night shift, the first in a long time. To be sure, that was a small plant, but it seemed to show that something was in the air and that that something was very much worth while.

But on that same day another large manufacturer made the statement to the writer that he had orders enough to last him just one month and no more and that the salesmen were working hard in an endeavor to secure enough orders to carry the plant through until the first of the year.

A week prior to this date, a third large manufacturer made the statement that conditions generally were not at all satisfactory,

(Continued on page 40)



Hardwoods Made to Help Cut Your Manufacturing Cost

YOUR raw material is a big factor in woodworking costs. With your lumber and veneer it may have better texture and uniform color saving in working and matching. It may be better made and graded—saving in milling and labor; it may be better cured by superior air drying (in lumber), or careful kiln drying with obvious saving. That is exactly the service we are pleased to offer you—a big organization built, through thirty years' work, around the factory man's needs. For instance, our twenty trained timber men carefully pick for uniform quality all the logs we cut; we have seven separate plants, each built to cut only a certain product making uniform quality positive. Our lumber and veneer drying facilities are the result of rigid tests and exhaustive study and extensive enough for ANY demand. As a result our lumber and veneer are recognized for their cost-cutting qualities. Have you tried them?

WOOD-MOSAIC CO.

(INCORPORATED)

LOUISVILLE, KENTUCKY

Chicago Representative:

GEO. W. STONEMAN & CO., 845 West Erie Street

Grand Rapids Representative:

HECTOR ROBERTSON, 232 Lyon Street, N. W.

PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK **183** (Reg. U. S. Pat. Off.)

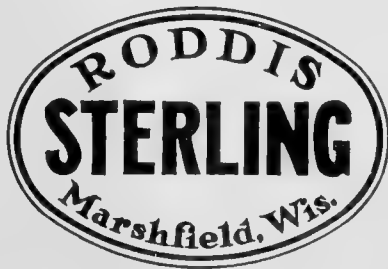
Builders of Plywood who are not using PERKINS VEGETABLE GLUE will profit by investigating its merits and learning the value of PERKINS QUALITY and PERKINS SERVICE

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and Gen. Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, INDIANA



Sterling Quality

is more than a pleasant phrase of words. It represents all our experience and desire to serve. A sample order will allow us to show you our quality and ability to serve you promptly.

REPRESENTATIVES:

GRAND RAPIDS, MICH. . . . F. K. TINKHAM
CHICAGO, ILL. G. M. PALMER
ROCKFORD, ILL. K. E. KNUTSON

Send us your inquiries

Roddiss Lumber & Veneer Co.

27 Years at Marshfield, Wis.

(Continued from page 38)

that his eastern business had fallen flat and that he was forced to seek new fields in order to keep his plant running. He had found orders among the smaller furniture dealers in the small towns which his salesmen did not customarily visit, for these small dealers had during the period of rush in 1919 and 1920 not been able to get merchandise and were all but cleaned out. It was the turn of the little fellows to laugh, too, because when business was rushing the salesmen passed them by in order to get to the big fellows. Now they are combing the highways and byways in search of orders of whatever size they may be able to get and are thankful for the small favors as well as for the large.

And so there is little just now to cheer about in the furniture business. The outlook of July has not been maintained. The most that can be said of it is that manufacturers are hopeful that they will be able to keep running until the first of the year and that at that time conditions will have become sufficiently stabilized to result in generous orders in the January market.

Furniture Man Shoots Himself

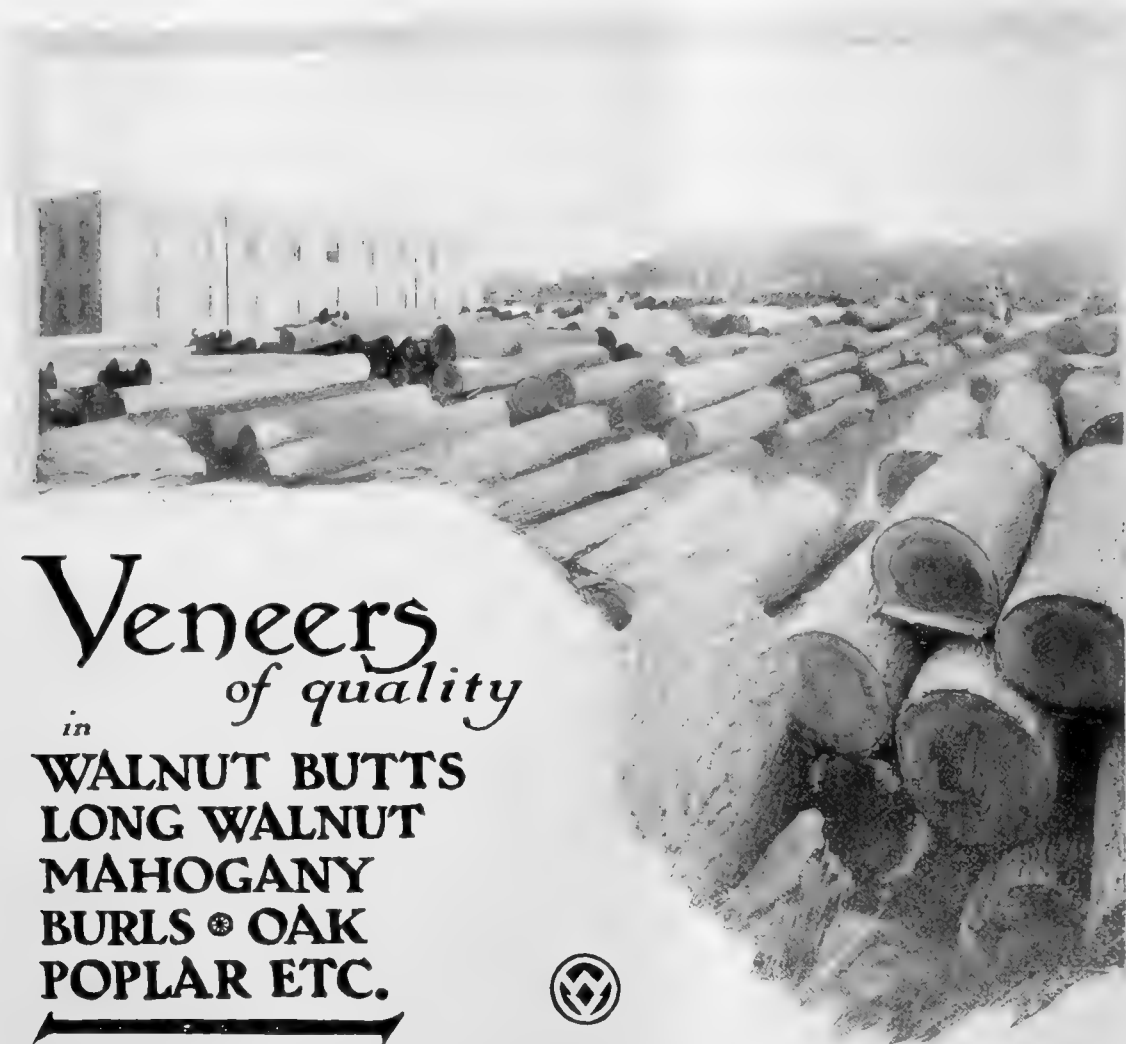
Herbert C. Dietz, 38 years old, second vice-president of the J. F. Dietz Company, office furniture manufacturers, whose plant is located at 4851 Spring Grove avenue, Cincinnati, O., was found dead with a bullet wound in his head at the home of a friend with whom he made his home for the past month. Relatives and business associates said that Mr. Dietz brooded deeply over the loss of his mother, who died three years ago, and believe this prompted him to end his life. The J. F. Dietz Company is one of the oldest establishments of its kind in this section of the country and Mr. Dietz was responsible in a large measure for its wonderful growth during the past fifteen years.



WHAT does it mean to you as a buyer to have implicit confidence in the source of your most important raw material supply? For instance, all informed buyers recognize the true superiority of northern grown hardwood lumber and veneers—the product in which we specialize. Big customers stay on our books for years because it is easy for them to determine that we never have cut anything but the genuine northern grown logs in oak, walnut, maple, ash and other major species. The same sincerity maintains with our rotary cut poplar offering. And withal is that correctness of manufacture and honesty of contact with customers that has been the bulwark of this business for over a half century. It will profit you to know us better.

HOFFMAN BROTHERS CO.

FT. WAYNE, INDIANA



Veneers
of quality

in
WALNUT BUTTS
LONG WALNUT
MAHOGANY
BURLS • OAK
POPLAR ETC.



Part of our log supply

MILLS • BALTIMORE, MD.

Sales-Branches:

709 SIXTH AVENUE

NEW YORK • HIGH POINT • JAMESTOWN • CHICAGO

28 E. JACKSON BLVD

THE WILLIAMSON VENEER CO.

— Do you need —

THICK WALNUT?

We Have It—5/4 inch to 16/4 inch
ALL F.A.S.

This stock contains a very good proportion of 10" and up wide and is all dry and under enclosed shed.

We offer ample supply of this scarce item and guarantee that it is practically all from the world famous Central Illinois walnut belt where we have been operating for two generations. It is perfectly manufactured and cared for.

Our full supply of all other grades and thicknesses from 4/4" up makes it convenient to ship the thick in mixed cars—a real service under present conditions. With absolutely no walnut logs being put out there is no chance that this supply can be materially increased; and as our stock represents the large part of all that is available in thick walnut, we earnestly advise that you get your share promptly.

LANGTON LUMBER CO.

PEKIN, ILLINOIS



Veneers and Plywood

In stock sizes—also according to specifications.
Walnut, Mahogany, Quartered and Plain Oak,
Gum, Birch, Ash, Plain or figured Yellow
Pine, Cottonwood, Sycamore and other woods.

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880
ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.

Q
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V
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C
E

Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT."



"The Cabinet-wood of Infinite Variety."

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS ALL WALNUT."

"THE AMERICAN WALNUT PERIOD."

Genuine American Walnut richly deserves the secure place it has *earned* in the affections of the American people.

Added to its rare beauty of grain and natural rich brown color, is its historic quality of *permanence*, and the positive assurance of entire freedom from warping, shrinking, twisting or slivering wherever this supreme cabinet-wood is used—interior woodwork, broad panels, fine furniture, etc., or in such exacting service as airplane propellers and gun stocks demand.

"The Cabinet-wood of Infinite Variety."

A superior quality of acumen is displayed by manufacturers who are featuring American Walnut furniture, and also *by those who are buying it*. Our advertising is featuring this slogan—"BE SURE YOUR WALNUT IS ALL WALNUT."

*May we send you with our compliments the American Walnut
Brochure de Luxe? An interesting story of Walnut's history.*

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION
ROOM 1024 616 SOUTH MICHIGAN BOULEVARD CHICAGO, U. S. A.

YOU WILL not appreciate the Mengelgrade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Mahogany Ad Valorem May Be Dead

A matter in which furniture manufacturers are intensely interested just at this time, and which of course is of first interest to the lumber dealer, is the proposed 10 per cent ad valorem duty on mahogany logs. Just at this time that interest is centered around a communication from Congressman Carl E. Mapes of Grand Rapids in which he expresses the opinion that that schedule is dead and that the bill when passed will not contain that duty. Congressman Mapes presented a brief in protest against the duty from the Grand Rapids Furniture Manufacturers' association and then made some inquiries among the members of the committee to find out what the sentiment was. He is satisfied that the schedule will not be contained in the final bill.

The manufacturers in their protest set up two grounds, the first being that such a duty would afford no protection since there is no mahogany lumber grown in the United States proper. The second point made is that mahogany logs should not be taxed as luxuries since it is an accepted high class cabinet wood used by manufacturers even of medium priced furniture. It is also pointed out that the mahogany substitutes do not require an artificially stimulated market since there is plenty of demand for those kinds of woods now. But Mr. Mapes thinks the idea is dead and the furniture manufacturers of Grand Rapids from their investigations are also of that opinion.

The Evansville Furniture Manufacturers' Association has appointed a committee, headed by Gilbert Bosse, of the Imperial Desk Company, to co-operate with a committee from the Chamber of Commerce in the employing of a traffic manager for the Chamber of Commerce. This position was abolished about a year ago for the reason that the Chamber of Commerce did not have sufficient funds to carry on the work.

"Finest"

1903-1921

TOPS, PANELS AND OTHER PLYWOOD

ALSO

HIGH GRADE FLUSH DOORS

Quality is produced by using the best materials. scientific construction, modern equipment and careful attention to details.

Capacity—Our plant is recognized as one of the biggest of its kind in the country. We are fully equipped to make anything you want in plywood and give you prompt service on your requirements.

Experience—We have been making plywood for many years and careful training has brought the efficiency of our help to the highest standard.

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch veneer than that found on our Timber Hangers. Send a trial order for a crate of a carload, and you are confident you will forward repeat orders without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Coopersage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

Automatic Control of Humidity in Shops

Devices for controlling humidity in shops are of three types. The first are makeshifts, such as wet sawdust strewn on the floor, troughs of running water at the sides of the room, or simply an ordinary sprinkling can. Such crude devices are not in any sense self-regulating, and even with the most careful personal attention produce only haphazard results. The sprinkling-can type of humidifier has been in use for hundreds of years and is of interest chiefly because it shows that the need for air-conditioning apparatus in many industrial plants has been recognized for a long time. A second class of humidifiers includes those that are capable of increasing the moisture

in the air up to the point for which they are set, but cannot decrease it. When the weather forces the humidity above the desired point, such instruments remain inactive. Few instruments of this type attempt any control of the temperature. A third type of conditioning apparatus is that which is able to hold the atmosphere in a room at a constant temperature and humidity irrespective of outside conditions.

One of the few instruments which absolutely control both the temperature and the humidity of the air is that developed at the Forest Products Laboratory, Madison, Wisconsin. For several years this apparatus has maintained in the laboratory wood-parts storage rooms the typical climatic conditions found in various parts of the United States, ranging from the hot, moist climate of the South to the cold, dry climate found in the mountain regions. The same type of instrument also keeps the woodworking rooms at the laboratory at uniform temperature and humidity year in and year out, with the result that the wooden articles manufactured there give the minimum amount of trouble afterwards from warping and checking, and the shop conditions are healthful and comfortable to the highest degree. These instruments have required very little personal attention since they were installed.

The principle upon which the laboratory automatic humidity-control apparatus works is that of cooling the air to the dewpoint temperature for the desired atmospheric condition, saturating it with moisture at that point, and then heating it without addition of moisture to the required room temperature. For any given room temperature by choosing the temperature at which the air is saturated.

The apparatus consists of a small cabinet, or chamber, where it is possible to get any humidity desired, simply through which the air is drawn as often as it needs to be conditioned. The conditioning chamber contains water sprays whose temperature is kept constant by a mixing valve. These sprays suck in the air by their own action, cool it to the temperature at which it should be saturated, and give it all the moisture it can hold. As the air leaves the chamber it is heated to room temperature by coils, whose steam supply is controlled by a thermostat located in the outlet. Thus when the air is drawn into the chamber it may be too hot or too cold, too moist or too dry, but the apparatus automatically humidifies or dehumidifies it and brings it to the correct temperature before allowing it to pass again into the room. Both in the storage rooms, where the air needs conditioning very infrequently, and in the workrooms, where it is completely changed every ten minutes, the recording instruments show that the atmospheric conditions have varied to only a slight extent throughout a three-year period.

This method of air conditioning was developed primarily for woodworking shops and wood gluing, finishing, and drying rooms. It is adaptable, however, to numerous other industrial plants, including textile mills and chemical, foodstuff, and tobacco factories, in which close control of atmospheric conditions would be bene-

ficial to both the material being manufactured and the health of the employes. It is practicable wherever there is a supply of cold water and steam heat.

Drawings of the apparatus and further details concerning its installation and operation may be had on application to the Forest Products Laboratory.

One of the recent acquisitions to the furniture trade of Cincinnati is the Sherman Furniture Company at 213 West Fifth street. This firm recently was organized under the laws of Ohio by Theodore and Joseph Wolfstein and others who were formerly connected with other concerns in this city in a similar line. The immediate success of this firm necessitated an increase of quarters and the company has acquired as additional quarters a five-story building situated at 418 Home street, being in the rear of the firm's present quarters. At a meeting of the Board of Directors recently the

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

GEO. L. WAETJEN & Co.

PROMPT SHIPPERS

Plywood and Veneer

A PARTIAL LIST OF VENEER

SHEET STOCK

Poplar ... 1/20", 1/16", 1/8", 3/16" & 1/4"
Unsel. Gum 1/8"
Red Gum 1/8"
Red Oak 1/8"
White Oak 1/8"
Birch 1/20", 1/16" & 1/8"
Sawn Qtd. White Oak. 1/20", 1/16" & 1/8"

WE MAKE PANELS TO YOUR SIZES

ALSO

Carry a large quantity of stock sizes for
immediate shipment

Are you receiving our lists?
Kindly write for same.

MILWAUKEE

WISCONSIN

110-120 REED STREET

"CASCO"

WATERPROOF GLUE

MIXED COLD—USED COLD

Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



THE real test of a Veneer dryer is to use it. If its use shows conclusively that it turns out the best veneer with a minimum of trouble and expense, the first cost is soon forgotten. The illustration shows one of the two large

COE VENEER DRYERS

in the plant of the Wheeler Osgood Company, at Tacoma, Washington. They bought their first Coe in 1912. After extensive use of it (also other methods of drying), they bought their second Coe last year. We can refer you to many other similar cases.

THE COE ROLLER VENEER DRYER IS NOTED FOR: ITS SATISFACTORY SERVICE; ITS LABOR SAVING; THE HIGH QUALITY OF ITS PRODUCT

We build all the machinery for a veneer mill.

The COE MANUFACTURING CO. PAINESVILLE, OHIO U.S.A.



The Bachman Plant —and the Bachman Product

Here, in this large and fully equipped plant, Bachman quality veneers are made. Our extensive yards are piled high with carefully selected, choice Indiana White Oak, Walnut and Gum.

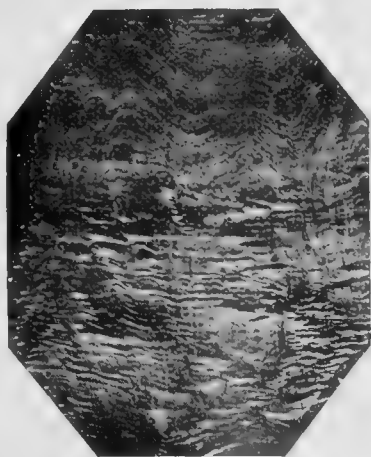
Bachman veneers are cut full thickness, which means plenty of wood for sanding and a minimum of breakage in handling.

Bachman's forty years' experience in hardwood sawing is evidenced in every piece of veneer that leaves the plant. The sawed stock can scarcely be told from the sliced.

These are a few of the reasons why our customers tell us they get *fifty per cent. more panelling out of Bachman veneers* than they can from average veneers.

It is this unchanging high standard, both as regards materials and workmanship, that has made possible forty years of successful business. It is your assurance of the utmost in quality and service.

No order is too small to receive our prompt and careful attention—none too large to be handled to your entire satisfaction.



*A sample of Bachman's
Walnut Veneer*

F. M. BACHMAN COMPANY

Indianapolis

(Continued from page 34)

casket concerns and from implement factories. Reports show that many factories are practically out of hardwoods and if they are to continue business they must come into the market. Coal operators are also buying fairly well, while railroads are still waiting for financial arrangements to be made. Retailers are the best customers and reports show that their stocks are low and in many cases badly broken. Dealers are inclined to buy for a longer time in the future as they realize that the market is definitely on the up grade.

CINCINNATI

A decided improvement has developed in the hardwood market during the past two weeks in so far as values are concerned. Most of the upper grade items have increased from \$5 to \$8, due to the fact that the mills are now accepting orders at their figures. Buying which has been irregular and uncertain has become more active and indications point to a better demand for the remainder of the year. The industrials in most cases are buying better than for months. Furniture concerns are buying rather briskly gum and other woods suited to their needs. Box factories are buying lower grade stocks in larger quantities. A general survey of the trade discloses the fact that most wholesalers are inclined to hold stocks for better prices because of the rising market. The higher grades are still scarce and with production unchanged there should be a scramble for certain stocks soon. The export trade which has been quite dull is showing more life and manufacturers feel confident that this end of the industry will produce some fairly good business before the end of fiscal year. Much of the hesitating maintained for a long time has disappeared, users of hardwoods being now disposed to take up stocks on a fairly liberal scale, instead of waiting until they could no longer delay entering into new commitments. The oak flooring trade is about the brightest spot in the market. No. 1 and 2 common are called for in fairly large blocks by the manufacturers. The impression in the local market is that hardwoods will continue to rise in price, due to the fact that the mills are away under production and are showing no indications of increasing their output for the time being. Retailers report an increase in their trade and say that they are looking for a very nice fall and winter business. In anticipation of this many are placing orders of larger size than for many months in the past. The month of August turned in a fairly larger volume of business than most lumbermen anticipated and should September and the remainder of the fall months prove likewise the trade will wind up the year in good condition.

INDIANAPOLIS

With a continued demand from the construction interests and an increase in demand from the furniture factories, the hardwood situation here looks better than it has looked for some time so far as demand goes. There have been some price increases during the past two weeks and the market is firm at the new high levels. There has been some actual buying on the part of the furniture industry and many inquiries from the same industry. The trade here believes that before another fortnight these inquiries will turn into actual orders. The sash and door, interior trim and flooring mills are working to capacity with every indication of work all winter because of the phenomenal amount of residence and apartment construction. Though the season is getting late projects are being started at nearly the same rate as during midsummer and a vast amount is yet to be started. The business of the automobile body plants here and throughout the state is somewhat spotty and they are buying only as they need material. Distributors here, however, say there has been an increase in the demand from the wagon factories and farm implement plants.

EVANSVILLE

Hardwood lumber manufacturers in Evansville and southern Indiana are doing a larger volume of business than they did early in the summer and both orders and inquiries have shown a nice improvement. Mills are not running steadily, but it is expected that some of the mills that have been closed down a greater part of the year will start up shortly at least on part time. The demand for plain and quartered white oak, as well as plain and quartered red oak and gum has been quite brisk during the past two weeks. It is expected that the demand for gum will continue brisk for some time to come owing to the fact that the furniture factories are being operated on better time and some of them have low stocks and it will be necessary for them to stock up before long. Prices are holding firm and little material change in prices is looked for this fall. There is not as much low grade lumber on the market as there was early in the season and this has tended to stabilize the market. Logs are coming in freely from the south and other sections and the prices are rather high. Box factories are doing a better business than they were several months ago. The general trade conditions in the city are gradually improving and it is stated that there are fewer unemployed men in the city than there were at the beginning of the year.

MEMPHIS

The hardwood market is both firmer and higher and is characterized by a larger turnover than for more than a year. This is admitted by

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

1 1/4" No. 2 & Better	12 months dry
5/4" No. 2 & Better	12 months dry
6/4" No. 2 & Better, largely No. 1	12 months dry
8/4" No. 1 & Better	8 months dry
10/4" No. 1 & Better	12 months dry
12/4" No. 1 & Better	6 months dry
1 1/4" No. 3	12 months dry
6/4" No. 3	10 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

A Few Bargains in Dry Hardwoods offered by Wheeler-Timlin Lumber Co.

HARD MAPLE

12/4 No. 1 & Btr., 5' & wdr., 8' & lgr., 3-6 mo. dry	3 cars
10/4 No. 1 & Btr., 5' & wdr., 8' & lgr., 18-20 mo. dry	4 cars
6/4 No. 1 & Btr., 5' & wdr., 8' & lgr., 18-20 mo. dry	10 cars
5/4 No. 1 & Btr., 5' & wdr., 8' & lgr., 3-6 mo. dry	5 cars
4/4 No. 1 & Btr., reg. widths & lengths, 3-12 mo. dry	5 cars
10/4 & 12/4 No. 2 & 3, reg. wd. & lgths., 12-20 mo. dry	2 cars
6/4 No. 3, regular widths & lengths, 12-20 mo. dry	10 cars
4/4 No. 3, regular widths & lengths, 12-20 mo. dry	10 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY., & DUFF, TENN.

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
SAW AND PLANING MILLS AT SULLIGENT, ALA.

FOR SALE

Southern Hardwoods

OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.

JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOORING, OAK, ASH, CYPRESS AND GUM LUMBER

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring

ALL GRADES AND THICKNESSES

MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow for Maple Flooring

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

practically all members of the trade. Demand is still considerably short of normal even in the case of No. 1 common and higher grades but it is so much better now than during the past few months that it looks large by comparison with the more recent average.

Prices, too, are substantially higher, except in the case of No. 2 common and lower. It is conceded that the advance during the past two to three weeks has amounted to \$4 to \$6 per thousand feet on No. 1 common and better plain white oak, No. 1 common and better plain red oak, No. 1 common and better plain red gum, No. 1 common and better plain sap gum, No. 1 common and better cottonwood and No. 1 common and better poplar. The market is likewise reported in firmer position in the case of ash but the advance in this item has perhaps not been quite so large as in the case of the other woods mentioned.

It develops that there is quite a pronounced shortage of No. 1 common and better plain white oak. The supply of No. 1 common red oak is somewhat larger than in the case of white but offerings even in this are by no means large. The greatest scarcity at the moment appears to be in No. 1 common and better red gum. Some members of the trade say there are only a few cars available in the whole city of Memphis and that efforts to buy in the interior are not meeting with very great success. One firm here has recently asked 73 mills for quotations and offers on No. 1 common plain red and white oak. Thirty-six replied, showing about 1,500,000 feet of white and about 3,000,000 feet of red. This is accepted as indicating that stocks in the hands of interior mills are not large by any means.

The market has not only advanced as much as, or more than, already indicated, but the tendency is also higher at the moment. Some owners of plain white oak, in No. 1 common, are holding their stock as high as \$50 while others are scaling their prices down as low as \$40 to \$42 at Memphis. Sales have been made here as high as \$42, f. o. b. cars at this point, while there have been reasonably large transactions in the interior at prices \$1 to \$3 below the Memphis base. There is a quite general disposition among owners of No. 1 common and better to stiffen their ideas of value and it is freely predicted that the advance during the current month will be larger than that experienced during the past several weeks.

Flooring manufacturers are the best buyers of No. 1 common red and white oak and they are beginning to realize that there is an element of danger in delaying their purchases. Sales are being made by wire and by telephone, indicating that there is less disposition to delay than heretofore. Furniture interests, too, are in the market in a bigger way and their purchases are large by comparison with the recent average. Manufacturers of boxes and other wooden containers are also taking the lower grades in somewhat larger volume but it is generally conceded that there has been little appreciable increase in values. The lower grades are under the handicap of very high freight rates which are preventing their movement in volume into the channels heretofore open to them. Wholesale interests are in the market in a larger way, too, and altogether demand is considered very much improved.

Interest centers largely in the freight rate contest now in progress before the Interstate Commerce Commission. It is felt by members of the trade here that if any substantial reduction in rates is made it will do more than anything else to stimulate the market and bring about a nearer approach to normal activity. Consuming interests, while buying more freely, are undoubtedly delaying somewhat because of the belief on their part that they will be the gainers by the decision which is confidently expected from the commission.

One of the features of the market at the moment is the large amount of export business. The American Overseas Forwarding Company reports the heaviest business with Europe during September recorded in a number of months and a very good showing is being made thus far this month. It is pointed out that the recent decline in ocean freight rates to United Kingdom ports is proving a stimulating influence. One firm here, which has never catered very largely to export demand, is authority for the statement that fully 50 per cent of its business for September, easily the best month of the year, was sold in foreign channels. Some of the older export firms note that conditions, from a price standpoint as well as from the standpoint of terms, are not favorable, but the fact remains that export demand constitutes a notable feature of the market for southern hardwoods at the moment.

Inquiry fails to disclose any increase in activity either in the woods or at the mills.

LOUISVILLE

Business is reported as being very fair with the local jobbers and producers of hardwoods, there having been improvement shown in veneers and panels during the past two weeks, while orders for top grades of hardwoods continue active in poplar, oak, red gum, and there is also a fair movement of walnut. Ash has been a little better, but hickory, sap gum, cottonwood, elm, beech, etc., are not showing much. Demand for low grades, especially No. 3 common, is poor as a whole. Stocks of 1s and 2s are very light, and there has been a considerable inroad made on No. 1 common. Prices are consistently rising on good grades, red gum, oak and poplar being about \$5 a thousand higher than they were in mid-September. The flooring trade has been taking a good deal of stock,

and there is better movement to furniture, automobile and general wood-working industries. The wagon and implement trades are looking more promising as a result of reductions in prices as of October 1, and better agricultural conditions generally.

ST. LOUIS

There has been a noticeable "uplift" in the hardwood trade here. General conditions are better. There are more inquiries and more orders and prices are better. Some buyers are buying now for stock; the factories are still uncertain.

Number 1 common and better oak is the most active item and there is an improvement in the demand for No. 2 common sap gum—indicating the box factories are doing some business or anticipating some.

The monthly report of the Federal Reserve Bank concerning the lumber trade states:—"The hardwood market remains quiet, but with business slightly improved in comparison with a month ago. Delivered prices of low grade hardwoods are so little in excess of freight charges that the lumber is rendered unmarketable. Frequently the manufacturer cannot realize loading cost from such shipments, to say nothing of stumpage and cost of manufacture. This situation, due to the present level of freight rates, is resulting in serious waste of lumber at mills that are operating. Production remains at a very low level in the hardwood districts."

It will be seen from the preceding paragraphs that while business has shown an "uplift" there is nothing like a boom, or even resembling a boom and there is no intention on the part of the informant of the correspondent to create this impression. But things are better and that is something.

Furniture factories are operating at from 65 to 70 percent of capacity. Four plants which were idle in July have resumed part time. Export trade continues dull, though in the past three weeks some fair orders have been received from Mexico.

No great change in the building situation has taken place but contracts in August were about \$1,000,000 ahead of August, 1920.

NEW ORLEANS

Though the hardwood market has neither been enjoying the firmness and steadiness of the cypress market nor the sudden pronounced spurt of the pine market, both manufacturers and dealers in and about New Orleans report some improvement, varying in degree from very small to decidedly pronounced, within the past fortnight. All in all, the tone of optimism taken on by the hardwood people of the extreme South two weeks or more ago continues to grow slowly but steadily.

Prices, on the whole, have shown a slightly better tone, production is picking up a little and inquiries and demand show a decided increase. The increase in demand for the better grades has been very pronounced the past few days and the manufacturers report some slight improvement in the movement of the inferior grades, also. Stocks of the better grades are pretty badly broken, while stocks of the commoner grades have decreased within the past two weeks from an estimated 100 per cent above normal to anywhere from 75 to 50 per cent above normal.

The superabundance of stock of the lower grades is due in large part to the fact that many pine mills, when first stung with depression early last year, turned their attention to the manufacture of hardwood products. Freight rates went up and nobody could sell, but much of this stuff is clearing away now with the result that leading representatives of the industry confidently look forward to a substantial increase in the price of lower grades at a not far distant date in addition to the slightly better price tone the better grades already are assuming.

The export movement, from which the lower grades are entirely eliminated, still is small, but considerable quantities of the superior grades continue to move in a more or less spasmodic manner to the United Kingdom, Belgium, Germany, France, Spain and Italy, with an occasional order coming in from Cuba and Mexico.

A number of the mills throughout Texas, Louisiana, Mississippi and Arkansas are swinging back into action after being closed down for several months, during which time most of them have been making necessary repairs and improvements, but from present indications production will not return to normal before Winter or possibly early next Spring, while most of those now running have completely tabooed further production of the inferior grades except where this stuff falls in the way and has to be sawn up as a matter of necessity.

Gum lumber seems to be the greatest favorite with the buyers at present and this is the kind, also, showing the greatest increase in price, a number of New Orleans manufacturers reporting increases as high as \$10 per thousand feet within the past fortnight. The upper grades of oak and gum are very scarce, as these, along with ash, cottonwood, poplar and tupelo are moving with considerable freedom. Elm seems to be the black sheep of the hardwood industry, it appearing that there is at the present writing practically no demand whatever for this staple Southern hardwood.

BEAUMONT

The only ray of hope hardwood men in this district have seen in the past two weeks has been an increase in the number of inquiries. These trickled in within the past few days and sufficient time has not elapsed

A NAME that should be on your inquiry list for hardwood lumber.

American Column & Lumber Company

Brunson Bldg.
COLUMBUS, OHIO

OAK & HARDWOOD
DIMENSION STOCK

**Manufacturers
of**
West Virginia
SOFT
YELLOW
POPLAR

PLAIN
WHITE
OAK

PLAIN
RED OAK
QUARTERED
WHITE
OAK

WHITE OAK
TIMBERS &
PLANK

CHESTNUT
BASSWOOD
MAPLE
HICKORY
BEECH
BUCKEYE
BIRCH
BUTTERNUT
ASH
CHERRY
WALNUT
SYCAMORE
BLACK GUM
HEMLOCK
LOCUST

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 FAS	32,000'
4/4 Selects	5,000'
4/4 No. 1 Common	30,000'
4/4 No. 1 Com. & Btr.	30,000'
4/4 No. 2 Common	100,000'
5/4 FAS	15,000'
5/4 Selects	65,000'
5/4 No. 1 Common	5,000'
5/4 No. 2 Common	150,000'
8/4 No. 1 Com. & Btr.	11,000'

SOFT ELM

4/4 No. 2 Com. & Btr.	75,000'
6/4 No. 1 Com. & Btr.	50,000'
8/4 No. 2 Com. & Btr.	35,000'

ASH

4/4 No. 2 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	25,000'

HARD MAPLE

4/4 6" and wider, 8' and longer	
No. 1 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	200,000'
5/4 No. 2 Common	200,000'
6/4 No. 1 Com. & Btr.	70,000'
6/4 No. 2 Common	150,000'
8/4 No. 2 Com. & Btr.	200,000'
10/4 No. 1 Com. & Btr.	60,000'
12/4 No. 1 Com. & Btr.	30,000'

SOFT MAPLE

4/4 No. 2 Com. & Btr.	150,000'
6/4 No. 2 Com. & Btr.	14,000'
4/4 No. 1 Com. & Btr.	100,000'

BASSWOOD

8/4 No. 1 Com. & Btr.	80,000'
4/4 No. 2 Common	20,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.
NOT INCORPORATED
19 So. La Salle Street, CHICAGO

CHICAGO

**The World's Greatest Lumber
and Woodworking Center**

Maisey & Dion
Hardwoods
KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 TO 2423 So. Loomis St.
TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

Theo. Fathauer Co.

**Manufacturers & Dealers
Hardwood Lumber**

YARDS AND MAIN OFFICE
1428 Cherry Ave. TELEPHONE
DIVERSEY 1824

MILLS—HELENA, ARK.

CLARENCE BOYLE

ESTABLISHED 1850 INCORPORATED 1913

**MANUFACTURERS
AND WHOLESALEERS**

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building
BAND SAW MILLS
WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

to know just how serious the buyers are. It is expected that the balance of the year will see a continuation of hand-to-mouth buying, at least manufacturers expect nothing better.

In reality, manufacturers have come to the conclusion that it is well to forget about normal conditions of three or four years ago before the war had upset all precedents and reconcile themselves to the fact that new standards have been set and they must establish a new normal. Many of the hardwood men look for steadily improved conditions, although they will be slow. Among this number is Rex Browne, manager of the hardwood department of the Beaumont Lumber company and one of the best posted hardwood men in the country. Mr. Browne entered the game in Canada, and has operated practically all the way to the gulf coast.

"The slow movement at the present time," said Mr. Browne, "can be attributed largely to frantic buying last year. Manufacturers stocked up on high priced stuff and they are going to work this off before they again get into the market further than to fill in from time to time as their own stocks become broken.

"Wholesale prices of all commodities, and this includes yellow pine, advanced during the past week. This does not mean that the gouging period is to come again, but shows that many commodities were forced down below the cost of replacement and that they are now reaching their proper level. Nothing could be more convincing that business has reached a stable basis and what we have to produce will sell for what it is worth and not be subject to the mercy of feverish conditions. There is no reason why hardwood should not eventually fall into this category.

"One trouble with hardwood has been high freight rates. There is a big difference in the weight of hardwood and yellow pine, giving the latter a better opportunity to come back quickly. Purchasing agents do not seem to realize that if freight rates are reduced, the broadened demand will take up the slack.

"The increased demand for pine, of course, is brought about by the building activity. Hardwood does not come in on this movement to a great extent until it comes to furnishings. The same can be said of hardwood flooring. The first demand comes when the foundation is laid and that calls for yellow pine. Hardwood flooring and finishing is the last thing used. Every new house means some new furniture, if not complete furnishings, and this is where the hardwood man will benefit most. Unfortunately there is but one outlet for hardwood consumption.

"Furniture is rather quiet at present and it may take some little time for the building activity to bring about a market change. There has been an increase in railroad buying to a certain extent, but this movement has not developed any great volume.

"The demand from box factories is governed by wholesalers in markets which require packages. Any increase in this demand can be traced to a general improvement in business conditions. The agricultural implement and vehicle trade is one big outlet for hardwood which is dominated by the crop condition. This is improving. Production continues at the lowest level in the history of the industry.

"Taken altogether the outlook is good. I don't mean there will be a radical change for the better to-morrow or next day, but the market should be gradually picking up. Present stock conditions are the result of hardwood working back to its proper level. One thing is certain and that is the day of the amateur mill has passed. There will be no more peckerwood plants throughout the country. The outlook for hardwood after we get through present unfortunate conditions is strong, good."

TORONTO

Although the lumber industry is slightly more active no great value of business is being done. A lumberman with important interests in Northern Ontario states that his company proposes to operate actively in the woods during the coming winter. When the depression came many customers ceased buying and he had to look around for markets. In other words he had to hustle. He wrote down his inventories and took his losses, and then found a good market for his products in the United States and Great Britain. That market has kept him busy right along. Operating costs in the woods are now much reduced, as men are plentiful and much more efficient, and can be had at \$26 to \$32 and board, compared with \$70 and \$75 last year. Reports received by the head office of the Imperial Bank in Toronto, from the branch managers recently, have put some emphasis on the activity in lumber production. The Riordon Company is still cutting logs in the vicinity of Hawkesbury but their operations may cease on account of low water. The mills at Kenora and Thessalon are still operating, those at the latter being on a 12-hour shift, with prospects of continuing until late in the fall. Some improvement is reported in the demand for hardwood in various towns and cities in the province owing to fall building and in the larger centres a good deal of construction in the way of new dwellings is going on, although the volume is not sufficiently great to restore normal business conditions in the trade. Retailers are only ordering such stocks as they have immediate need for and there is little movement towards replenishing stocks in the yards. With the wholesalers September was just an average month and although inquiries have increased transactions have been small in volume. Conditions in the wood working, furniture factories and other hardwood using plants has undergone a little change for the better and a number of them that have been closed for some time are now running, which should improve demand somewhat.

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Barnaby, Charles H.	1
Bigelow-Cooper Company	17
Bissell Lumber Co.	48
Blakeslee, Perrin & Darling	1
Boyd-Hilber Lumber Co.	5
Buffalo Hardwood Lumber Co.	1
Cobbs & Mitchell, Inc.	66
C. C. Collins, The, Lbr. Co.	12
Coppock, S. P., Sons Lbr. Co.	

E. & W. The, Lumber Co.	5
East Jordan Lumber Co.	64
Elias, G. & Bro.	1
Evansville Band Mill Co.	
Fathauer, Theo., Co.	41
Fish, Chas. W., Lumber Co.	11
Forman, Thos., Co.	32
Foster-Latimer Lumber Co.	61
Fullerton-Powell, The, Hardwood Lbr. Co.	5

Hanson, R. & Sons	65
Hoffman Bros. Company	41-61
Hollister-French Lumber Co.	5
Hoover, H. A.	5
Imperial, The, Lumber Co.	12
Jackson & Tindle	1
Kneeland-Bigelow Co., The	66

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Maley & Wertz Lumber Co.	11
Mason-Donaldson Lumber Co.	11
Maus, Harry A.	5
Maxson, Ray B.	5
May, R. R., Hardwood Co.	5
McIlvain, J. Gibson, Company	2
McLean, Hugh, Lumber Co.	4
Miller, Sturm & Miller	1
Mowbray & Robinson Co.	33-61

North Vernon Lumber Mills	32
Northwestern Cooperage & Lumber Co.	48
Pratt Don	5
Pierson-Hollowell Lumber Co.	11
Powell-Myers, The, Lumber Co.	5

Reynolds Mfg. Co.	11
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Sawyer Goodman Co.	3
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See "Southern Hardwoods"

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Blakeslee, Perrin & Darling	1
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Boyle, Clarence, Inc.	54
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Brown, Geo. C., & Co.	9
Brown, Mark H., Lumber Co.	11
Brown & Hackney, Inc.	8
Brown, W. P., & Sons Lumber Co.	1
Butz Lumber Co.	58

Chapman & Dewey Lumber Co.	11
Colborn, C. B.	10
Conkling, Frank A., Co.	9
Cornelius Lumber Co.	58
Darnell-Love Lumber Co.	11
Dasher, J. M., Lumber Co.	66
Davis, Edward L., Lumber Co.	11
Dickson & Lambert Lbr. Co.	9
Dudley Lumber Co.	8
Dugan Lumber Co.	10
E. & W., The, Lumber Co.	5
Ehemann, Geo. C., & Co.	11
Elias, G., & Bro.	4
Ferguson & Palmer Company	10

Goodlander-Robertson Lumber Company	8-61
Grismore-Hyman Co.	10
Hoffman Bros. Company	41-61
Holly Ridge Lumber Co.	11
Hoover, H. A.	5
Huff-Stickler Lumber Co.	5
Hyde Lumber Co.	5
Imperial, The, Lumber Co.	12
Jerome Hardwood Lbr. Co.	52-61
Johnson Bros. Hardwood Co.	9
Kellogg Lumber Co.	9
King, The, Mill & Lumber Co.	30
Kentucky Lumber Co.	52

Long-Bell Lumber Co.	29-61
Long-Knight Lumber Co.	11
McIlvain, J. Gibson Company	2
McLean, Hugh, Lumber Co.	4
Maley & Wertz Lumber Co.	11
Maus, Harry A.	5
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CLASSIFIED ADVERTISEMENTS

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For one insertion.....25c a line
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For four insertions.....70c a line
Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYEES WANTED

WANTED—ASH REPRESENTATIVE

To sell to automobile concerns. Give references and salaries expected. Address Box 802, care Hardwood Record.

LUMBER INSPECTOR WANTED

To take charge of yard by mill located in large city in middle west; experienced in handling Mahogany and Walnut lumber; also in grading and scaling Walnut logs. Want steady man for steady job. Address BOX 812, care HARDWOOD RECORD.

WANTED SALESMAN

A northern manufacturer desires a first-class salesman to sell panels, tops and rotary cut southern veneers throughout the United States. Furniture trade principally. Familiarity with the trade preferred but not essential. Give references, experience and salary desired. Address Box 808, care Hardwood Record.

LUMBER WANTED

HARDWOODS WANTED

5 cars 1" No. 3 Common Maple, Beech and Birch. We are also open to purchase a block of Log Run stock. Quote best prices and describe stock fully.
HUNTINGTON & FINKE CO., Buffalo, N. Y.

WANTED—WALNUT LUMBER

Several cars 1" to 2½" log run or on grade. Also red and sap gum and dimension sizes in Walnut gum and other hardwoods. Quote Phila. rate with full description.

GIBSON LUMBER CO.,
Perry Bldg. Philadelphia, Pa.

WANTED

Soft Elm, or Beech, or Hard Maple, or Red or Sap Gum, or both, cut 2¾" thick and 4" and up wide and 32" long. Must be shipped green. Stock must be clear with the exception of a small tight knot or any defect which will plane smooth. Quote price delivered on a Buffalo rate of freight. Address Box 810, care HARDWOOD RECORD.

WANTED TO BUY

Tough Hard Maple Bending Strips sawed full to size so that when dry they will measure 1½ inches thick—1⅞ inches wide—7 ft. 2 inches long. These must be free from knots, bark, burls, black streaks, splits and other defects. Stock must be straight grained, tough and heavy for bending. We also use Red Oak Bending Strips of the same size.

LOUIS RASTETTER & SONS,
Fort Wayne, Ind.

LUMBER FOR SALE

FOR SALE

About 15M ft. 1x3 to 1x5 Birch Strips, bone dry. Will give somebody a rare bargain.
ATWOOD LUMBER CO., Perkins Bldg.,
Grand Rapids, Mich.

FOR SALE—HARD MAPLE, BEECH AND BIRCH

Lumber 1" thick, 8' long; No. 3 common and better. Will make low price and would appreciate inquiry from user of this class of material.

ACME TIE COMPANY, Reed City, Mich.

FOR SALE

One Large Car 8/4 No. 1 Com. & Better Southern Mich. Hard Maple. One Large Car 8/4 No. 1 Com. & Better Soft Mich. Elm. One car log run 4/4 Cherry. Dry, well manufactured stock.

J. T. LOMBARD, Hastings, Mich.

FOR SALE—HARD MAPLE

Two cars 2½"—1st and 2nds.
Two cars 2½"—No. 1 common.
Choice, dry, band sawn stock for immediate shipment. For attractive prices, address
HUNTINGTON & FINKE CO., Buffalo, N. Y.

SEASONING OF WOOD

A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties.
Price Postpaid, \$5.00.

LUMBER FOR SALE

225 M feet 12/4 #2 C. & Btr. Soft Maple.
75 M feet 8/4 #2 C. & Btr. Soft Maple.
65 M feet 12/4 #2 C. & Btr. Soft Elm.
35 M feet 8/4 #2 C. & Btr. Soft Elm.
23 M feet 8/4 #2 C. & Btr. Hickory.
26 M feet 4/4 #2 C. & Btr. Red & White Oak.
20 M feet 8/4 #2 Com. & #1 Com., #2 Shop Cypress.

C. Wilson, Halls, Tenn.

FOR SALE

5 cars 4/4 Sound Wormy Oak No. 1 Common and Better worm holes no defect, 40% FAS.
10 cars 7x9 Red and White Oak Switch Ties, random lengths from 10 to 20' largely 14 and 16' lengths.
2 cars 4/4 No. 1 common Red Gum.
1 car 4/4 FAS Red Oak.
5 cars 4/4 No. 1 common Red Oak.
10 cars 4/4 No. 2 common Sap Gum.
INGRAM-DAY LUMBER CO., Lyman, Miss.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

LOGS WANTED

WANTED

Second Growth White Ash Logs 10" and up, 10 and 13 feet long. Must be good quality, northern stock only. Cash f.o.b. loading point.
CAL. BALMER, Bluffton, Ohio.

WANTED

White or Red Oak Logs in Lengths from 24 ft. to 35 ft. long, sound stock, not necessarily clear, but must be first-class quality, delivered Owen Sound, Ont., not later than November 1st. State price and full particulars.

Keenan Brothers, Limited,
Owen Sound, Ont.

LOGS FOR SALE

WALNUT STUMPS, VENEER LOGS

For sale. Lumber, Selected Stumps and Prime Veneer Logs.

WESTGATE WALNUT COMPANY,
Aurora, Ill.

FOR SALE

200,000' FINE WHITE OAK LOGS FOR QUARTER-SAWING OR VENEER, LOADED CARS SEARCY, ARKANSAS.

ACME BOX COMPANY, OMAHA, NEB.

DIMENSION STOCK WANTED

WANTED TO BUY

1 Car 2x2—30" Clear Dry Ash Squares
1 Car 2x2—30" Clear Dry Birch Squares
1 Car 1x2—40" Clear Oak Band Sawn to Pattern
1 Car 1½x1½—7' Clear Oak Auto Bows
1 Car 1½x1½—8' Oak Auto Bows
1 Car 1x1—48" Clear Ash or Gum
1 Car 1¼x1¼—72" Clear Ash Green or Dry
Quote best prices f.o.b. Mill, stating when you can ship. W. A. NOBLE, Cincinnati, Ohio.

DIMENSION STOCK FOR SALE

WANTED

Orders for White Oak and Hickory wagon stock.

Address ACME BOX COMPANY, Omaha, Nebr.

FOR SALE—HARDWOOD DIMENSION

Prefer sizes 1" thick and 2" thick. Can rip air dry lumber, any width or length. Will quote very close prices.

HUNTINGTON & FINKE CO., Buffalo, N. Y.

TALLY BOOKS

The Hardwood Record has been concentrating on the perfection of a tally book suitable to the most exacting demands of the trade. We are prepared to supply these books, both as to cover and tickets, doing such printing as is necessary to make a complete job. The tickets may be had in duplicate and triplicate, printed on waterproof paper, etc.

Prices on any specific job made on request.

TIMBER LANDS WANTED**WANT—TIMBERLANDS AND INCOME PROPERTIES**

Any size, anywhere. Write Chas. A. Phildius, 510 East 120th St., New York.

TIMBER FOR SALE**HARDWOODS**

Eleven thousand acres very fine hardwood in southwestern Arkansas running heavily to forked leaf white oak and hickory. A quality proposition. Address 1003 Harris Trust Bldg., Chicago, Illinois.

TIMBER

A real bargain in about 60,000,000 feet of good timber near the Soo, about 40% red birch, 30% maple, balance hemlock, pine, spruce, and cedar. Fair logging and excellent shipping facilities.

W. H. RANSON, Sault Ste. Marie, Mich.

AMERICAN FOREST TREES

This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$5.00. For those who send in their order now, accompanied by check, we will make a special price of \$4.00.

A GREAT OPPORTUNITY

For operating now. All water transportation. Good harbors on the land. We offer for sale cheap on easy terms a large tract of Hardwood timber land, embracing mahogany, Spanish cedar and other valuable hardwood. Also large quantities of railroad ties and telegraph and telephone poles. There is a good demand now in Cuba for railroad ties at \$1.70 per tie. There are railroad ties enough on this property to more than pay for it. This tract is located on the Isle of Pines.

For further particulars, address the
INTERNATIONAL LUMBER & SUPPLY
COMPANY,
609 Merchants Bank Building,
St. Paul, Minn.

TIMBER AND SURFACE LANDS FOR SALE IN WEST VIRGINIA

E. A. Reid and E. B. Dyer, executors, in order to settle up the estate of George S. Couch, Sr., deceased, are offering for sale 11,000 acres of timber and surface lands mostly in Clay County, West Virginia, on the north side of Elk River, thirty miles above Charleston and on the Baltimore & Ohio Railroad.

This land was cut over twenty-two years ago under a contract for poplar and white oak only, down to sixteen inches. The timber will run about 5,000 feet to the acre, including pulp wood, and consists of poplar, all the oak, hickory, hemlock, chestnut, beech, sugar, etc. The land has a red clay soil and can be sold in farms after the timber is cut.

We are offering the land, surface and timber as a whole, or will sell the timber separately, and will sell on reasonable terms.

We will also sell in smaller parcels than the whole if desired.

For further information address E. A. Reid, President, Kanawha National Bank, or E. B. Dyer, Morrison Building, Charleston, W. Va.

TIMBER FOR SALE**HARDWOOD TRACT IN FEE SIMPLE CYPRESS TIMBER RIGHTS**

We are the owners sole and exclusive agents for the following tracts of timber:

Located in North Carolina, immediately on railroad; 22,000 acres carefully estimated to contain the following timber:

	Feet
White Pine	27,162,000
Poplar and Linn	16,389,000
Hemlock	22,001,000
Chestnut	37,479,000
White Oak	15,338,000
Red Oak	19,510,575
Chestnut or Rock Oak	12,318,300
Cherry	300,000
Ash	190,000
Spruce	20,300,000
Sugar and Maple	4,200,600
Hickory	34,750
Buckeye	1,438,300
Birch	670,000
Yellow or Jack Pine	340,000
Black Gum	145,000
Beech	10,000,000

188,322,425

Also 70,000 Chestnut Phone Poles
200,000 cords extract wood chestnut

Property located very close to wood alcohol, tanning bark and other plants which will use every foot of timber on the property and refuse from saw-mill.

Property held under one ownership for 20 years, and title is beyond attack by limitation. Property bonded for \$600,000.00 payable \$25,000 annually. If timber cut, sinking fund is \$5 per M. Can be bought without the land if preferred. Price very reasonable.

We also have a property containing 70 million feet of timber, of which 65% is cypress of an extra fine quality and size, balance mixed hardwoods of the most valuable growing in the south. Timber lies so that as much more can be bought from citizens at ridiculously low prices. This property is in operation on a profitable basis and is located on the Louisville & Nashville Railroad. The improvements are in splendid shape. More than \$100,000 recently spent to put this deal in first class shape. Splendid reasons for selling.

Write us for your requirements in hardwoods, cypress, long or shortleaf pine, located south of Mason Dixon Line. We have been operating in that territory for twenty years.

We offer 125 million feet red gum, oak, etc., with complete band mill located in Louisiana, at a low price and on easy terms. Full particulars on application.

JORDY & COMPANY, INC., 934 City Park Ave.
NEW ORLEANS, LA.

TIMBER LANDS FOR SALE**HUNTING PRESERVE FOR SALE**

Produced \$20,000 worth of furs in 1919
Will sell in fee 15,000 acres containing a large amount of high grade hardwood saw timber. Also a vast wealth of suitable timber for pulp and paper making, and a variety of soils, much of same extremely fertile. Will make one of the best stock ranches in the South. Price inducement. Address P. O. BOX 1128, Wilmington, N. C.

MACHINERY WANTED**WANTED**

To purchase good modern second hand four side planer and matcher for general planing mill work. Send particulars and best prices to Jackson & Tindle, Inc., 606 Murray Bldg., Grand Rapids, Mich.

MACHINERY FOR SALE**FOR SALE—OUR MODERN DOUBLE MILL**

With two single cutting bands complete, boilers, engines, pulleys, shafting, conveyor chains, belting and burner. This is one of the best built mills in the South and can be bought for much less than it is worth. Located and can be inspected at Little Rock, Ark.

A. J. NEIMEYER LUMBER CO.

veneers for sale**CLICK'S VENEER TABLES**

A practical, indispensable book for use by all veneer manufacturers and users. Tables cover all inches and fractions from 1/16 inch to 148 inches in convenient supplemental tables. Printed clearly on white bond paper and strongly bound in red leather. Price postpaid, \$7.50.

LOGGING EQUIPMENT for SALE**FOR SALE—LOCOMOTIVES**

24", 36" and Standard Gauge; 5 to 100 tons in weight; rod and geared;

FOR ALL CLASSES OF SERVICE
REBUILT IN OUR SHOPS, FIRST CLASS
CONDITION; IMMEDIATE SHIPMENT
FROM STOCK.

CARS, CRANES, ETC.
SOUTHERN IRON & EQUIPMENT CO.
ATLANTA, GA.

PLANTS FOR SALE**FOR SALE**

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

FOR SALE—SMALL SAWMILL

Retail lumber and tie business. Now running, plenty timber available. For particulars, write E. S. Staples, Villa Grove, Colo.

FOR SALE

Woodworking and Novelty Factory
60x90 ft.—Warehouse—Boiler House—Engine Room—Newly Equipped—Blower System, Skinner Engine, 125 H.P. Keeler Boiler—2-6" American four-side Moulder—Hawker Dowel Machine—Hermance Straight-edge Rip Saw—Andrew's Multiple Boring Machine—American Double End Tenoner—Lathes and other various woodworking machinery.

1,300-acre tract of timber, nine miles from the factory, six miles from progressive town of 5,000 people. New concrete State Road.

Location—Northern part of Pennsylvania.
Address Box 795, care Hardwood Record.

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DESIRABLE CHICAGO YARD

Space for rent. About 26,000 square feet, C. M. & St. P. switch adjoining. Fenced and alleys graded and planked ready for use. Centrally located. Ideal for distributing or storage. Very reasonable rental. Address Box 803, care Hardwood Record.

WANTED—MILL CONNECTION

Would like to form a connection with hardwood firms operating band mills. Do a domestic and export business and would like to have exclusive agency. Will consider buying an interest or could help finance a fair sized proposition or would buy a block of dry stock. Desire stock of a mill operating in the Virginias or North Carolina with output largely Poplar and White Oak and with mill in South with output largely Gum, Cypress and Ash. Address BOX 811, care HARDWOOD RECORD.

MISCELLANEOUS

Saw Mill Machinery

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

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1440 No. Pitcher Street

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

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AT OUR PRICES WE SHOULD SELL A TANK
EVERY THIRTY MINUTES!

WE SELL ALL KINDS AND ANY KIND OF TANKS,
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New and used tanks in any part of the country.

Steel storage and pressure tanks
Steel and wood rectangular tanks
Steel and wood water and oil tanks
Steel and wood towers and tanks
Steel galvanized and special tanks
Steel jacketed and agitated tanks
Steel with heating coils, etc., tanks

Tanks for Oil, Gasoline, Tar, Molasses, Coal, Soda
Feathers, Acid, Air, Gas, etc.
Anything BUT concrete tanks

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Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

ASH	8/4" Select & Better
4/4-16/4" Nos. 2 & 3	4/4" No. 1 Shop
BEECH	8/4" No. 1 Shop
4/4" Log Run, 40% 14' &	4/4" No. 1 Common
16', 75% No. 1 & Btr.	1" No. 2 Common
(COTTONWOOD)	8/4" No. 2 Common
1" Box Bds., 9-17", 40%	YELLOW CYPRESS
14' & 16' Band Sawn	4/4" No. 1 Com., 1x10"
1" FAS. Band Sawn	60% 14' & 16'
1" No. 1 Com., Bd. Sawn	ELM
1" Log Run, 75% No. 1 & B.	10/4" Log Run, 75% No.
RED CYPRESS	1 & Better
1" Select and Better	

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY
ARCADE BUILDING, ST. LOUIS, MO.

NEW YORK OFFICE: Merchants National Bldg., B'klyn.
Phone: MU 6-1000; DOW, M. S., Osmo., La.

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

KINDLY SEND US YOUR INQUIRIES
for

Hardwoods and White Pine

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Manufacturers & Importers

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for information about the

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CHR. BRUUN

Dealer and Agent in

Hardwood and Pine Lumber and Logs

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DENMARK

Cable Address: "Mahogany"

J. F. Mueller & Son Co.

Estab. 1795 HAMBURG 27 Incorp. 1916

Cable Address: Holzmüller, Hamburg

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"Merchandise Sells Better When Kept in Sight"

By the same token

Advertised Products Move Faster

You get full value when you advertise in the HARDWOOD RECORD. There is no waste circulation and every reader is a potential buyer. If you want quick action, use the Classified Department. A QUARTER OF A CENTURY has been devoted to building up the publicity value of our columns and the result is all that can be desired, ONE HUNDRED PERCENT efficiency.

Send in your Copy TODAY—NOW

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 1 1/4-16 1/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 6/4, 8/4, 12/4" reg. wtds. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

SEL. & BTR., 4/4, 5/4", 50% each thickness, 16 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

COM. & BTR., white, 8/4, 10/4, 12/4" reg. wtds. & lgths., 18 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4, 8/4, 10/4". GEO. C. EHEMANN CO., Memphis, Tenn.

LOG RUN, 4/4 to 16 1/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., white, 4/4-16 1/4", good wtds. & lgths., dry. H. A. HOOVER, South Bend, Ind.

ALL GRADES, 5/8 to 16 1/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4-16 1/4", dry. HARRY H. MAUS, South Bend, Ind.

NO. 1 C. & BTR., Northern & Southern stock, 4/4-20/4", reg. wtds. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

COM. & BTR., 4/4, 16 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, NO. 1 C., NO. 2 C., 8/4", std. wtds. & lgths., white Ind. yr. dry. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. wtds. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 10 1/4, 12/4, 14/4, 16 1/4", reg. wtds. & lgths., green to 1 yr. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & SEL., 4/4", reg. wtds. & lgths.; NO. 2 C., 4/4", reg. wtds. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, white, 4/4, 5/4, 6/4", reg. wtds. & lgths., 1-6 mos. dry; NO. 1 C. & BTR., white, 4/4-16 1/4", reg. wtds. & lgths., 4-12 mos. dry; NO. 1 C., white, 4/4-16 1/4", reg. wtds. & lgths., 4-12 mos. dry; NO. 2 C., white, 4/4, 5/4, 8/4", reg. wtds. & lgths., 4-12 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16 1/4", reg. wtds., std. lgths., 2 yrs. dry, northern stock, tough texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 & BTR., 4/4, 5/4, 8/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & 2 C., 50% each grade, yr. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 2 C. & BTR., 4/4", reg. wtds. & lgths., 10 mos. dry, full log run. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4, 5/4, 8/4". JACKSON & TINDLE CO., Grand Rapids, Mich.

FAS, 4/4"; SEL. & NO. 1 C., 4/4"; NO. 2 C., 4/4, 8/4"; NO. 2 C. & BTR., 5/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4, 5/4", dry. HARRY H. MAUS, South Bend, Ind.

NO. 1 C., NO. 2 C., FAS, all 4/4", reg. wtds. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR. (75% FAS), 4/4" good wtds. & lgths., dry; NO. 1 C. & SEL., NO. 2 C., NO. 3 C., all 4/4", good wtds. & lgths., dry; NO. 2 C., 5/4", good wtds. & lgths., dry; SEL. & BTR. (75% FAS), 6/4" good wtds. & lgths., dry (70% 14 & 16"); NO. 1 & SEL., 6/4", good wtds. & lgths., dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

BEECH

NO. 2 C. & BTR., 4/4, 6/4, 8/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 5/8, 4/4, 6/4", reg. wtds. & lgths., 8 mos. dry; NO. 3 C., 5/8", reg. wtds. & lgths., yr. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

LOG RUN, 5/8", reg. wtds. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16 1/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C., 4/4" reg. wtds. & lgths., yr. dry, sorted from full log run. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 & BTR., 3 L 8 1/4, 10 L 12 1/4", NO. 2 & BTR., 6/4". CHAS. W. FISH LBR. CO., Ellettsville, Wis.

FAS, 4/4, 5/4", reg. wtds. & lgths., yr. dry; SEL. & BTR., 5/4", reg. wtds. & lgths., 10 mos. dry; NO. 1 & 2 SEL., 5/4", reg. wtds. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 3, 4/4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 3 1/4, 4 1/4", air dried; NO. 1 C. & BTR., 3/4, 4 1/4", kiln dried, MAISEY & DION, Chicago, Ill.

NO. 2 & BTR., 4 1/4, 5/4, 6/4, 8/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wtds. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wtds. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR. (75-80% FAS), 4 1/4", 15 1/4", 10" & up, 50% 14 & 16", dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

NO. 1 C. & BTR., 4/4-16 1/4", reg. wtds., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUCKEYE

NO. 2 C. & BTR., 4 1/4" AMERICAN COLUMN & LBR. CO., Columbus, O.

BUTTERNUT

NO. 2 C. & BTR., 4 1/4" AMERICAN COLUMN & LBR. CO., Columbus, O.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, 4/4", air dried. MAISEY & DION, Chicago, Ill.

COTTONWOOD

NO. 1 C. & SEL., 4/4", ran. wtds., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4". C. B. COLBORN, Memphis, Tenn.

NO. 1, 4/4", 13" & wider, av. lgths., yr. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 SHOP & BTR., 4/4, 6/4", reg. wtds. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4 to 6/4". GRISMORE-HYMAN CO., Memphis, Tenn.

BOX. BDS., 4/4", 13-17", reg. lgths.; FAS, 4/4", 13" & up, 6-12", reg. lgths.; NO. 1 C. & SEL., 4/4, 5/4", reg. wtds. & lgths.; NO. 2 C., 4/4", reg. wtds. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 C., 4/4", ran. wtds., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

FAS, 1x6, 6/4, 12/4", 6-12"; FAS, 6/4, 12/4", 13-17", 18" & up; SEL., 4/4, 6/4, 8/4"; SHOP, 4/4, 6/4, 8/4"; NO. 1 C., 1x6, 1x8; NO. 1 C., 4/4, 5/4, 8/4"; NO. 2 C., 1x6. DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4", reg. wtds. & lgths. DICKSON & LAMBERT CO., Memphis, Tenn.

S. & B., 4/4-6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4 to 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, SELS., NO. 1 SHOP, NO. 2 SHOP, NO. 1 BOX, all 4/4". (At Fort Wayne, Ind.). KING MILL & LBR. CO., Paducah, Ky.

SHOP & BTR., 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 SHOP, 1 1/4". STILLIONS-MINGEA LBR. CO., Memphis, Tenn.

FAS, 4 1/4", reg. wtds. & lgths.; SELS., 6/4", reg. wtds. & lgths.; NO. 1 SHOP, 1 1/4, 5/4, 6/4", reg. wtds. & lgths.; NO. 1 C., 1 1/4, 5/4, 6/4", reg. wtds. & lgths.; NO. 2 C., 4/4, 5/4, 6/4", reg. wtds. & lgths.; NO. 1 C., 4/4, 6-8-10", reg. lgths.; NO. 2 C., 4/4", 8-10-12", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP, 1 1/4". WISTAR, UNDERHILL, LEXON, 21 E. 19th St., New York, N. Y.

NO. 1 SHOP & BTR., 1 1/4-16 1/4", reg. wtds., 14 lgths., yr. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN, 5/4"; NO. 2 C., 5 1/4, 6 1/4"; NO. 3 C., 5 1/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

COM. & BTR., 4/4-12/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4", reg. wtds. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR. (35-50% FAS), 4/4, 8/4, 16 1/4", reg. wtds. & lgths., 9 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 & BTR., 4/4, 5/4", reg. wtds. & lgths., yr. dry; NO. 1 & BTR., 8/4", reg. wtds. & lgths., 10 mos. dry; NO. 1 & BTR., 12/4", reg. wtds. & lgths., 8 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 6/4-12/4", good wtds. & lgths. H. A. HOOVER, South Bend, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

COM. & BTR., 5 1/4", std. wtds. & lgths., 5 mos. dry; COM. & BTR., 6/4, 10 1/4", std. wtds. & lgths., yr. dry. JEROME HDWD. LBR. CO., Jerome, Ark.

LOG RUN, 8/4", (Louisiana, Mo.); LOG RUN, 8/4, 10/4, 12/4", (at Alton, Ill.). KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4, 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-12/4", dry. HARRY H. MAUS, South Bend, Ind.

NO. 2 C. & BTR., 4/4-14/4", reg. wtds. & lgths., northern or southern. R. B. MAXSON, South Bend, Ind.

COM. & BTR., 4/4-12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 8/4", yr. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.

FAS, NO. 1 C., NO. 2 C., 16 1/4", std. wtds. & lgths., yr. dry, Ark. stock. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., 4/4, 8/4", reg. wtds. & lgths., dry; NO. 3 C., 4/4", reg. wtds. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 6/4, 10/4". STILLIONS-MINGEA LBR. CO., Memphis, Tenn.

LOG RUN, 10/4, 12/4", reg. wtds. & lgths., green & dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 4/4-16 1/4", reg. wtds., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—ROCK

LOG RUN, 8/4", ran. wtds., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

GUM—PLAIN RED

NO. 2 C., 4/4, 5 1/4", reg. wtds. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, NO. 1 C., both 4/4"; NO. 1 C. & BTR., 5/4", C. B. COLBORN, Memphis, Tenn.

FAS, 8/4", av. wtdn. (60% 14 & 16"), yr. dry, band sawn; NO. 1, 5/4, 6/4", av. wtdn., 50%

HARDWOODS FOR SALE

11 & 6 ft. d. hard sawn. CORNELIUS LBR. CO., St. Louis, Mo.
LOG RUN, 1 1/2" x 4" GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 1 C., 1 1/2" of widths & lgths. of dry.
JEROME HDWD. LBR. CO., Jerome, Mo.
ALL GRADES, 1 1/2" x 4", 6" x 4", 8" x 4", reg. widths & lgths., dry. RAY B. MANSON, So. Bend, Ind.
NO. 1 & BTR., 6" x 4", 6 mos. dry. ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.
NO. 1 C., 6" x 4" STILLIONS-MINGEA LBR. CO., Memphis, Tenn.
FAS, 1 1/2", air dried. **FAS, 1 1/2", G.S. 1 1/2"**
FAS, 1 1/2", 3 mos. dried. WISTAR UNDERHILL & NIXON, 21 E. 10th St., New York, N. Y.
NO. 1 C., 1 1/2", reg. width & lgth., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 6 1/2" x 4" reg. widths & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO., Greenfield, O.**
NO. 2 C. & BTR., 1 1/2" x 4" reg. widths & lgths. **DICKSON & LAMBERT LBR. CO., Memphis, Tenn.**
NO. 1 C. & BTR., S.D., 5 1/2" x 4" reg. widths & lgths., dry. **BEDNA YOUNG LBR. CO., Jackson, Tenn.**

GUM—SAP

BX. BDS., 1 1/2", 9-12" & 13-17", reg. lgths., 1 mos. dry. **NO. 1 & 2 C., 3 1/2" x 4", 5 1/2" x 4", 6 1/2" x 4", reg. widths & lgths., 4 mos. dry.** **BARR-HOLADAY LBR. CO., Greenfield, O.**
NO. 1 C. & SEL., 4/4", ran. widths., 50-60%, 14" & 16", 6 mos. & over dry. **NO. 2 C. & BTR., 6 1/2", ran. widths., 50-60%, 14" & 16", 6 mos. & over dry.** **BREECE MFG. CO., Portsmouth, O.**
BX. BDS., 1 1/2", 9-17", 60% x 14" & 16", hand sawn, yr. dry. **CORNELIUS LBR. CO., St. Louis, Mo.**
NO. 2 C. & BTR., 5/8-5/4", reg. widths & lgths. **DICKSON & LAMBERT LBR. CO., Memphis, Tenn.**
LOG RUN, 5/8-8 1/4" **GRISMORE-HYMAN CO., Memphis, Tenn.**
FAS, NO. 1 C., both 6 1/4", std. widths & lgths., yr. dry. **NO. 2 C., 4/4", 5/4", std. widths & lgths., yr. dry.** **JEROME HDWD. LBR. CO., Jerome, Ark.**
ALL GRADES, 5 8" & thicker. **MALEY & WERTZ LBR. CO., Evansville, Ind.**
ALL GRADES, pl. & qtd., 1 1/2" x 4", 5 1/2" x 4", 6 1/2" x 4", reg. widths & lgths., dry. **RAY B. MANSON, So. Bend, Ind.**
NO. 2 C., 6 1/4" **NO. 1 & BTR., qtd., 8 1/4", 8 mos. dry.** **ST. JOSEPH VALLEY LBR. CO., South Bend, Ind.**
NO. 1 C. & BTR., pl., 10/4, 12/4", 6" & up. **STILLIONS-MINGEA LBR. CO., Memphis, Tenn.**
FAS, NO. 1 C., both 4 1/4". **WISTAR, UNDERHILL & NIXON, 21 E. 10th St., New York, N. Y.**
NO. 1 C., 4/4", reg. widths & lgths., dry. **BEDNA YOUNG LBR. CO., Jackson, Tenn.**

GUM—MISCELLANEOUS

NO. 2 C., 4 1/4" **NO. 3 C., 5 1/4"** **BELGRADE LBR. CO., Memphis, Tenn.**
NO. 1 C. & BTR., qtd., black, 4/4", ran. widths., 50-60% x 14" & 16", 6 mos. & over dry. **NO. 1 C. & SEL., tupelo, 4/4", ran. widths., 50-60%, 14" & 16", 6 mos. & over dry.** **BREECE MFG. CO., Portsmouth, O.**
COM. & BTR., 4/4, 5/4" **LOG RUN, tupelo, 1 1/2".** **GEO. C. EHEMANN & CO., Memphis, Tenn.**
COM. & BTR., qtd. S.D., 6/4-12/4", good widths & lgths. **H. A. HOOVER, South Bend, Ind.**
FAS, NO. 1 C., NO. 2 C., all 4 1/4". **KING MILL & LBR. CO., Paducah, Ky.**
FAS & NO. 1 C., fig. red, 4/4-8/4". **MEMPHIS BAND MILL CO., Memphis, Tenn.**
NO. 1 C. & BTR., black, 6 1/2". **STILLIONS-MINGEA LBR. CO., Memphis, Tenn.**

HICKORY

LOG RUN, 8/4", ran. widths. 50-60% x 14" & 16", 6 mos. & over dry. **MILL RUN, PECAN, 8/4", ran. widths & lgths., 50% to 60% x 14" & 16", 6 mos. & over dry.** **The BREECE MFG. CO., Portsmouth, O.**

COM. & BTR., 1 1/2-4 1/2" reg. widths & lgths., yr. dry. **BUFFALO HDWD. LBR. CO., Buffalo, N. Y.**
LOG RUN, 6 1/2" x 8 1/2" **MEMPHIS BAND MILL CO., Memphis, Tenn.**
LOG RUN, 8 1/2" reg. widths & lgths., green & dry. **SWAIN-ROACH LBR. CO., Seymour, Ind.**

MAHOGANY

ALL THICKNESSES, HONDURAS & MEX., 12/4, 16/4", especially dried. **FREIBERG MAHOGANY CO., Cincinnati, Ohio.**

MAPLE—HARD

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. **BISSELL LBR. CO., Marshfield, Wis.**
COM. & BTR., 8/4, 10/4, 12/4", reg. widths & lgths., yr. dry. **BUFFALO HDWD. LBR. CO., Buffalo, N. Y.**
NO. 3 C., 4/4, 6/4, 8/4", reg. widths & lgths., 10 mos. dry. **NO. 1 C. & BTR. (50-70% FAS), 1/4, 8 1/4", 6" & up, reg. lgths., 6 mos. dry.** **EAST JORDAN LBR. CO., East Jordan, Mich.**
SEL. & BTR., 6 1/4" **NO. 1 & BTR., 8/4, 10 1/4, 12 1/4"** **CHAS. W. FISH LBR. CO., Elcho, Wis.**
END PILED, white and qtd., 4/4, 5/4, 6/4, 8/4" **NO. 1 C. & BTR., 4/4-12/4"** **NO. 3, 4/4, 5/4, 6/4"** **JACKSON & TINDLE CO., Grand Rapids, Mich.**
NO. 2 C. & BTR., 5/4" **NO. 2 C., 6 1/4, 8 1/4"** **NO. 1 C. & BTR., 8/4, 10/4, 12/4"** **MASON-DONALDSON LBR. CO., Rhineland, Wis.**
NO. 1 C. & BTR., 8/4, 12/4", Ind., reg. widths & lgths., dry. **POWELL-MYERS LBR. CO., South Bend, Ind.**
NO. 1 C. & BTR., 4/4" **CYRUS C. SHAFER LBR. CO., South Bend, Ind.**
FAS & NO. 1 C., 8/4", std. widths & lgths., yr. dry. **Ind. stock.** **FAS, NO. 1 C., NO. 2 C., all 12/4", std. widths & lgths., yr. dry.** **Ind. stock.** **JOHN I. SHAFER HDWD. CO., So. Bend, Ind.**
NO. 1 C. & BTR., 8/4", reg. widths & lgths., dry. **STEARNS & CULVER LBR. CO., L'Anse, Mich.**
LOG RUN, 8/4, 10/4, 12/4", reg. widths & lgths., green & dry. **SWAIN-ROACH LBR. CO., Seymour, Ind.**
NO. 2 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 2 yrs. dry. **YEAGER LBR. CO., Buffalo, N. Y.**

MAPLE—SOFT

NO. 2 C. & BTR., 4/4-16/4", good widths & lgths., 2 yrs. dry. **ATLANTIC LBR. CO., Buffalo, N. Y.**
NO. 2 & BTR. (not over 25% NO. 2) 8/4", 20 mos. dry. **BISSELL LBR. CO., Marshfield, Wis.**
LOG RUN, 4/4 & 12/4". **GEO. C. EHEMANN & CO., Memphis, Tenn.**
LOG RUN, southern, spot worms no defect, 4-12/4". **GRISMORE-HYMAN CO., Memphis, Tenn.**
NO. 2 C. & BTR., 4/4". **MASON-DONALDSON LBR. CO., Rhineland, Wis.**
COM. & BTR., 4/4-12/4". **MEMPHIS BAND MILL CO., Memphis, Tenn.**
NO. 2 & BTR., 4/4". **RODDIS LBR. & VE-NEER CO., Marshfield, Wis.**
NO. 2 C. & BTR., 4/4, 8/4", reg. widths & lgths., dry. **STEARNS & CULVER LBR. CO., L'Anse, Mich.**
LOG RUN, 6 1/4". **STILLIONS-MINGEA LBR. CO., Memphis, Tenn.**
LOG RUN, 10/4", reg. widths & lgths., dry. **SWAIN-ROACH LBR. CO., Seymour, Ind.**
NO. 1 C., 4/4". **WISTAR, UNDERHILL & NIXON, 21 E. 10th St., New York, N. Y.**

OAK—PLAIN RED

NO. 1 & 2 C., 1 1/2, 5/8, 3/4, 4/4, 5 1/4, 6 1/4, 8 1/4, 10/4", reg. widths & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO., Greenfield, O.**
NO. 1 C., NO. 2 C., both 4 1/4", reg. widths & lgths. **FRANK A. CONKLING CO., Memphis, Tenn.**
NO. 2, 4 1/4", av. width., 50% x 14" & 16" **yr. dry, hand sawn.** **CORNELIUS LBR. CO., St. Louis, Mo.**
NO. 2 C., 1/2, 5/8" **CROSSING PLANK, 3"** **NO. 3 C., 5/8, 3/4".** **DARNELL-LOVE LBR. CO., Leland, Miss.**

NO. 2 C. & BTR., 4/4"-8/4", reg. widths & lgths. **DICKSON & LAMBERT LBR. CO., Memphis, Tenn.**
LOG RUN, 4/4-8/4". **GRISMORE-HYMAN CO., Memphis, Tenn.**
FAS, NO. 1 C. & SEL., NO. 2 C., all 4 1/4", air dried. **MAISEY & DRON, Chicago, Ill.**
ALL GRADES, 1 1/2" & thicker. **MALEY & WERTZ LBR. CO., Evansville, Ind.**
FAS, 4/4", 9-10", 50% x 14" & 16", 8 mos. dry. **FAS, 8/4", 9-10", 50% x 14" & 16", 8 mos. dry.** **NO. 1, 4/4", 8/4", 50% x 14" & 16", 8 mos. dry.** **NO. 1, 5/4", 50% x 14" & 16", 6 mos. dry.** **NO. 1, 6 1/4", 60% x 14" & 16", 6 mos. dry.** **NO. 2, 4/4", 50% x 14" & 16", 8 mos. dry.** **SD. WORMY, 4/4", 50% x 14" & 16", 6 mos. dry.** **STEP PLANK, pl. 5/4", 40% x 14" & 16", 8 mos. dry.** **MILLER LBR. CO., Marianna, Ark.**
NO. 1 C., 4/4", Ind., reg. widths & lgths., dry. **POWELL-MYERS LBR. CO., So. Bend, Ind.**
NO. 1 C. & SEL., 8/4", reg. widths & lgths. **WISCONSIN LBR. CO., Chicago, Ill.**
FAS, 3/4", reg. widths & lgths., dry. **NO. 1 C., 4/4, 5 1/4, 6 1/4", reg. widths & lgths., dry.** **NO. 2 C., 4/4", dry.** **BEDNA YOUNG LBR. CO., Jackson, Tenn.**

OAK—QUARTERED RED

NO. 1 C., NO. 2 C., both 4/4", reg. widths & lgths. **FRANK A. CONKLING CO., Memphis, Tenn.**
ALL GRADES, 1 1/2" & thicker. **MALEY & WERTZ LBR. CO., Evansville, Ind.**
NO. 1 & 2, 4/4", 55% x 14" & 16", 6 mos. dry. **MILLER LBR. CO., Marianna, Ark.**
FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. widths & lgths., dry. **BEDNA YOUNG LBR. CO., Jackson, Tenn.**

OAK—PLAIN WHITE

NO. 1 C. & SELS., 4/4, 5/4, 8/4". **AMERICAN COLUMN & LBR. CO., Columbus, O.**
COM. & BTR., 8/4, 10/4", reg. widths & lgths., 2 yrs. dry. **BUFFALO HDWD. LBR. CO., Buffalo, N. Y.**
NO. 1 C., NO. 2 C., both 4 1/4", reg. widths & lgths. **FRANK A. CONKLING CO., Memphis, Tenn.**
NO. 2 & BTR., 5/8-6 1/4", reg. widths & lgths. **DICKSON & LAMBERT LBR. CO., Memphis, Tenn.**
LOG RUN, 4/4-8 1/4". **GRISMORE-HYMAN CO., Memphis, Tenn.**
ALL GRADES, 1 1/2" & thicker. **MALEY & WERTZ LBR. CO., Evansville, Ind.**
FAS, 4/4, 9-10", 50% x 14" & 16", 3 mos. dry. **FAS, 1, 4/4", 50% x 14" & 16", 8 mos. dry.** **NO. 1, 6/4, 8/4", 40% x 14" & 16", 8 mos. dry.** **NO. 2, 4/4", 45% x 14" & 16", 6 mos. dry.** **MILLER LBR. CO., Marianna, Ark.**
NO. 2 & BTR., 8/4". **RODDIS LBR. & VE-NEER CO., Marshfield, Wis.**
NO. 1 C. & SEL., 4/4", reg. widths & lgths. **WISCONSIN LBR. CO., Chicago, Ill.**
NO. 1 C., 5/8, 5/4, 6 1/4", reg. widths & lgths., dry. **BEDNA YOUNG LBR. CO., Jackson, Tenn.**

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4". **AMERICAN COLUMN & LBR. CO., Columbus, O.**
NO. 1 C., 4/4", reg. widths & lgths., yr. dry. **BUFFALO HDWD. LBR. CO., Buffalo, N. Y.**
NO. 1 C., NO. 2 C., both 4 1/4", reg. widths & lgths. **FRANK A. CONKLING CO., Memphis, Tenn.**
NO. 2 C. & BTR., 5/8-8 1/4", reg. widths & lgths. **DICKSON & LAMBERT LBR. CO., Memphis, Tenn.**
ALL GRADES, 1 1/2" & thicker. **MALEY & WERTZ LBR. CO., Evansville, Ind.**
FAS, 4/4", av. 7 1/2", 50% x 14" & 16", 3 mos. dry. **FAS, 5/4", av. 7 1/2", 50% x 14" & 16", 3 mos. dry.** **FAS, 6/4", av. 7 1/2", 60% x 14" & 16", 3 mos. dry.** **FAS, 8/4", 8", 65% x 14" & 16", 3 mos. dry.** **NO. 1, 4/4, 5/4", 60% x 14" & 16", 6 mos. dry.** **STRIPS CLEAR, S.D., 4/4", 50% x 14" & 16", 6 mos. dry.** **MILLER LBR. CO., Marianna, Ark.**
NO. 1 C. & BTR., 4/4", reg. widths & lgths. **WISCONSIN LBR. CO., Chicago, Ill.**
FAS, 5/8, 5/4, 6 1/4", reg. widths & lgths., dry. **NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6 1/4", reg. widths & lgths., dry.** **NO. 2 & 3 C., 4/4", reg. widths & lgths., dry.** **BEDNA YOUNG LBR. CO., Jackson, Tenn.**

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS **MISSISSIPPI**
Manufacturers. Belzoni.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 52)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-10) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 6) 3 1/4 to 6 1/4 Sound Wormy Oak.
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BAER-HOLADAY LUMBER CO. **OHIO**
Manufacturer, Greenfield.

(*See page 8)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 41)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

(*See page 52)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO. **MISSISSIPPI**
Manufacturer, Charleston.

(*See page 68)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 33)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
BOCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page —)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bot. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
(*See page 11)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 29)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 8 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 8)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 65)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-BOACH LUMBER CO. **INDIANA**
Manufacturer Seymour.

"The Oak Is the Most Majestic of Forest Trees."—Loudon.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 3)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 39)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page —)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

HARDWOODS FOR SALE

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good widths & lgths. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., qtd., 4 1/4, 5 1/4, 6 1/4", reg. widths & lgths. over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & SEL., pl., 1 3/4", ran. widths, 50% to 100%, 14 & 16", over dry. SD. WORMY, COM. & BTR., TRAM PLANK, all pl., 8 1/4", ran. widths, 50-60%, 14 & 16", over dry. BREECE MFG. CO., Portsmouth, O.

COM. & BTR., 4 1/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4 1/4-12 1/4", good widths & lgths., dry. H. A. HOOVER, South Bend, Ind.

SD. WORMY, mixed, 1 1/4", air dried. MAISEY & CO., Chicago, Ill.

NO. 1 C. & BTR., 1 1/4, 1 5/8, 1 3/4", dry. HARRY H. MAUS, South Bend, Ind.

NO. 3, R. & W., 1 1/4", 50% 14 & 16", 6 mo. dry. MILLER LBR. CO., Marianna, Ark.

NO. 1 C. & BTR., ind. R. & W., 5/4", reg. widths & lgths., dry. POWELL-MYERS LBR. CO., South Bend, Ind.

NO. 1 C., W. & R., 4 1/4"; NO. 1 C. & BTR., W. & R., 6 1/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

NO. 1 C. & BTR., pl. R. & W., 1 1/4-16 1/4", reg. widths, std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

POPLAR

SAPS & SELS., soft yellow, 4 1/4, 6 1/4, 8 3/4", N. 1 C., soft yellow, 4 1/4, 5 1/4, 6 1/4, 8 3/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

COM. & BTR., 4 1/4, 12 1/4", reg. widths & lgths., yr. dry. BUFFALO HARDW. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4 1/4, 8 1/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 & PANEL, 5 X 8 1/2" & up & 4 X 12" & up; NO. 1 C., 1 1/4" WESTAR, UNDERHILL & NIXON, 21 E. 10th St., New York, N. Y.

NO. 2 C. & BTR., 5/8-16 1/4", reg. widths, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/8", reg. widths & lgths., dry; FAS, sap, 5/8", reg. widths & lgths., dry; NO. 1 C., 5/8", 4 1/4", reg. widths & lgths., dry; NO. 2 A. & B. C., 1 1/4", reg. widths & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4 1/4", ran. widths, 50-60%, 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4 1/4", excellent av. width, 50% 14 & 16", yr. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

LOG RUN, FAS, NO. 2 C., all 4 1/4"; LOG RUN, 12 1/4"; LOG RUN, 8 1/4" (at Louisiana Mo.). KING MILL & LBR. CO., Paducah, Ky.

COM. & BTR., 6 1/4, 10 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C. & BTR., 4 1/4", reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

WALNUT

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

LOG RUN, 1 1/4", reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

MISCELLANEOUS

PINE

NO. 3 & BTR., white, 4 1/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

ROOFERS, yellow, 6, 8 & 10", S2S, T&G Flat, 2 1/2". WESTAR, UNDERHILL & NIXON, 21 E. 10th St., New York, N. Y.

SASSAFRAS

COM. & BTR., 4 1/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FLOORING

HARD MAPLE

NO. 2 & BTR., 4 1/4", winter sawed. RODDIS LBR. & VENEER CO., Marshfield, Wis.

MISCELLANEOUS

FACE B. & BTR., 2 1/2, 3 1/4"; FACE B. SAP, 1 1/4, 1 1/2". WESTAR, UNDERHILL & NIXON, 21 E. 10th St., New York, N. Y.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

LOG RUN, rotary cut, 1/8", 1/16", 6" & wider, 18" & longer (very good laths). HESSLER LBR. CO., Marshfield, Wis.

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, sheet stock, 1/20, 6-36, 48-98, 1/16, 6-36, 42-98, 1/8, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ELM

ROTARY CUT, sheet stock, 1/16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, sheet stock, 1/20, 6-36, 74-92, 1/16, 6-36, 56-86, 1/8, 6-36, 48-96, 3/16, 6-36, 48-86, 1/4, 6-41, 50-97. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

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ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, red, sheet stock, 1/8, 6-36, 36-98, 7 1/2, 8 1/2 & up long. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 3-30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QTD. SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, sheet stock, yellow, 1/8", 6-37, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, sheet stock, 1/20, 6-36, 48-98, 1/16, 6-36, 56-86, 1/8 & 3/16, 6-43, 36-98; NO. 2, 1/4", 6-37, 36-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

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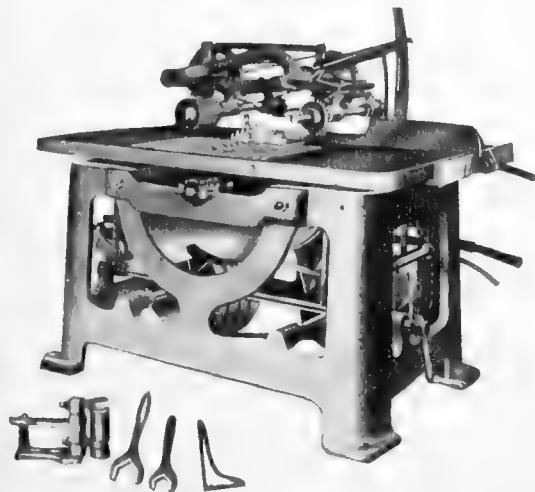
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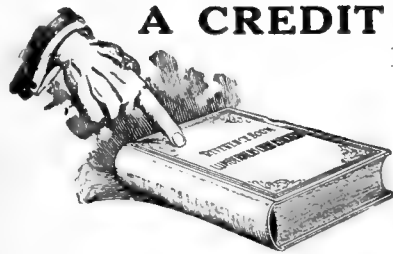
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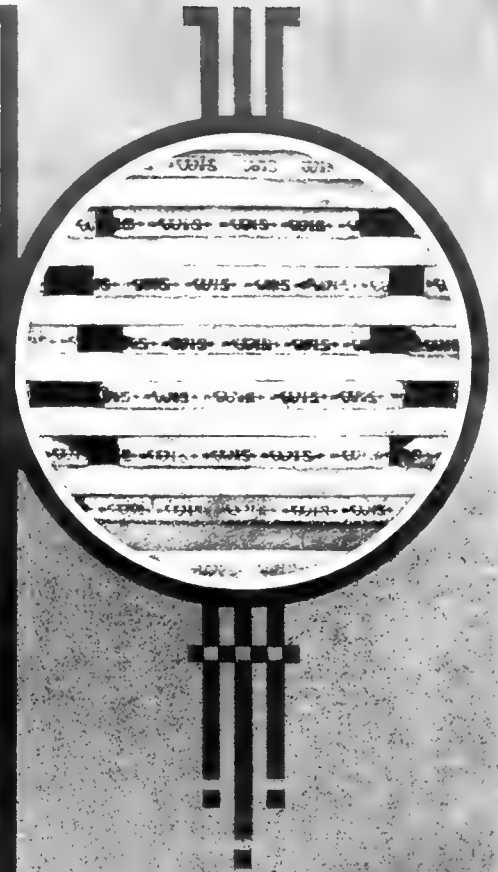
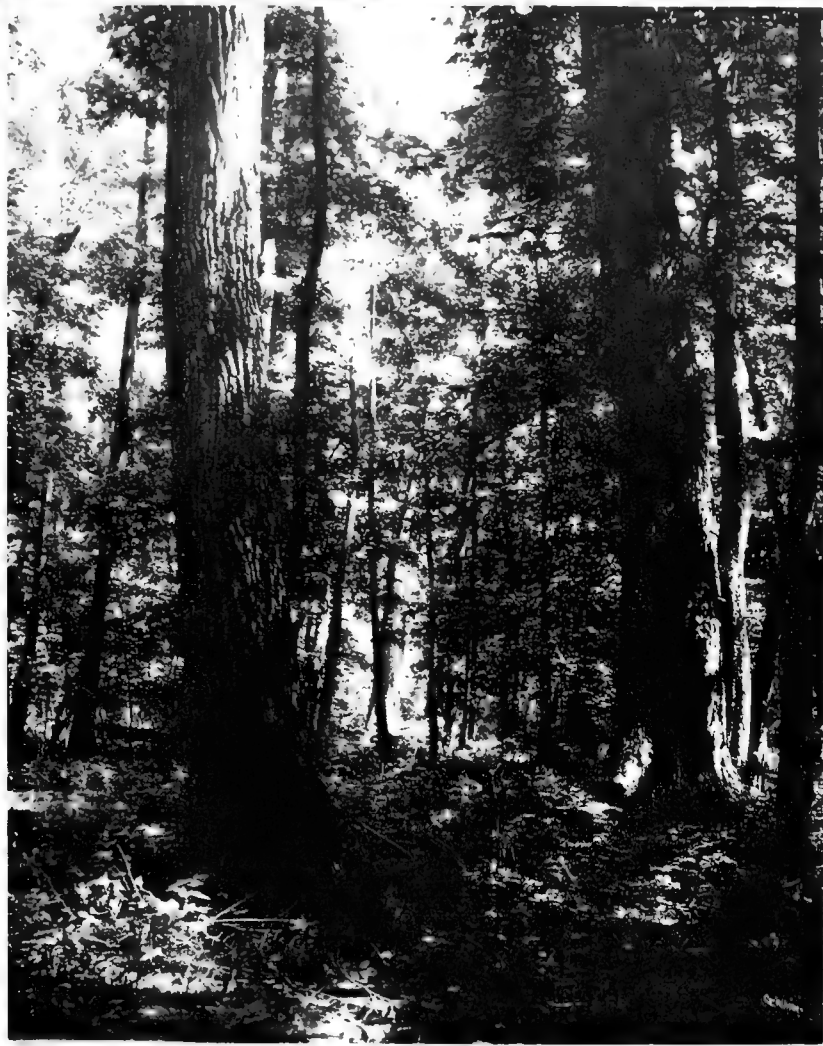
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